

CHEMIST & DRUGGIST

the newsweekly for pharmacy

a Benn publication

March 19 1983

**Other
regulations
published:
benefits for
pharmacists'**

**Investigations
to parallel
reporting: a
warning to
chemists**

**Parents have
confidence
in pharmacists'
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COMMENT

'Cloth' cutting

In March 1965 the British Medical Association issued "A Charter for the Family Doctor Service" in which it was stated that "every doctor should be free to dispense for his patients if he so wishes and remain free to do so." In March 1983, regulations have been published (p476), which for the first time effectively curtail that right in rural areas in an effort to ensure that, wherever possible, NHS patients have access to both a good medical and a good pharmaceutical service. Where the one would preclude the other, the incumbent profession is given a measure of protection — with financial compensation if circumstances change significantly.

The negotiators and Parliamentary draughtsmen who have formulated these regulations to give effect to the Clothier Committee proposals, and to give essential "teeth" to the "gentlemen's agreement" for a rural standstill, have really had an impossible task. Unless one profession was to have caved in to the other, the only compromise package was bound to be one with elements that individual members of the professions would see as beyond the Pale. Indeed, both sets of negotiators can expect to face criticism, more from their own profession than from the "opposition." Anticipating that response, perhaps, the announcement of the regulations has been a very low key affair for what should be hailed as an honourable settlement of an unseemly war between two honourable professions — a war in which the main losers have been the "civilian" patients.

However, the doctors' side have at least set out the legally-framed regulations in a form that can be understood by the practitioner, and C&D has obtained Mr Alan Smith's comments upon that document for the benefit of pharmacists (p477).

And "benefit" is indeed how he sees it. New opportunities are opened up for

bringing a pharmaceutical service into areas that have long since ceased to be "rural" — without disrupting the existing medical service. But if that is to be the trend, much will depend upon the imponderables in the regulations. For example, how sensible will be the definitions of "rurality"? Here things should be better than at present because the FPC is no longer the final arbiter — if it rejects the findings of its own dispensing subcommittee it must give its reasons, and there is a right of appeal to the national committee which, like the subcommittee, has a balanced representation.

Then there is the question of what constitutes a "proper" pharmaceutical service. Here we must hope that the National Pharmaceutical Association's forthcoming advertising campaign will influence lay opinion on the committees so that members appreciate that it does not end (or even start) with the handing over of the right prescribed medicine.

The years 1965 to 1983 have seen much acrimony between the professions, but the doctor's negotiators have begun the peace in a conciliatory manner. Dr M. Wilson stressed last week how few breaches of the eight-year "standstill" there had been, and has pointed out that there must be no significant changes one way or the other: "If the balance is upset too much in favour of one profession, questions will be asked," he said.

However, town and country do not stand still: in these regulations we have a means of adapting to change in a controlled manner, with the interest of the patient paramount and the interests of the profession safeguarded.

Clothier regulations 'benefit pharmacists'

The regulations governing rural dispensing, following the working through of the Clothier Report (1980), seek to protect the interests of the patient and to gradualise any significant change in the provision of dispensing services by either doctors or pharmacists. Pharmacists no longer have the absolute right to dispense anywhere nor doctors the absolute right to dispense in rural areas. Nonetheless, both professions have expressed confidence in the new arrangements as a sound basis for determining the future dispensing service in rural areas.

The changes in dispensing practice under the new procedure will be approved and regulated nationally by a new body, the Rural Dispensing Committee, which will adjudicate on decisions referred to it by Family Practitioner Committees. Each FPC has in turn to delegate its rural dispensing function to its dispensing sub-committee (DSC).

This sub-committee has the same composition as at present — three pharmacists, three doctors, three lay members plus a chairman — and mirrors the composition of the RDC. While the FPC must accept "as conclusive any finding of fact" in a DSC report, it is free to differ from the DSC's recommendation but must give its reasons.

The Secretary of Social Services is the final arbiter of any appeals made to it by any party affected by an RDC decision, except on definitions of rurality, on which the RDC has the final word.

Doctors or pharmacists adversely affected by a decision concerning who

should dispense for patients in a particular situation will, after appeal, be compensated by funds established by the respective professions for the benefit of the other profession. The funds will be administered by trusts which will determine the recipients and the amount of compensation involved. Compensation will be payable for a period of five years.

Government view

Mr Kenneth Clarke, Minister for Health, announced on Friday, last week, that the Government was endorsing an agreement reached between the medical and pharmaceutical professions on dispensing prescriptions in rural areas: the regulations to implement the Clothier Committee proposals were laid down before Parliament the same day (*C&D* March 12, p332).

He said the Rural Dispensing Committee would begin work on April 1. "It will decide how any significant changes proposed for dispensing in any

rural areas can best be regulated in the interests of patients. I hope that it will settle problems that might otherwise lead to unfortunate disputes between professionals and also ensure that the patients' interests are safeguarded.

"The Government wants the best quality of medical care and the highest standard of dispensing to be available to all patients. In rural areas this requires some flexibility so that doctors may sometimes dispense and pharmacists give the health advice of which they are capable. The new Committee will help to ensure that the arrangements between the professions in rural areas are the best for the patient's needs."

Sir Alan Marre, KCB, has been appointed chairman of the RDC by Mr Norman Fowler, Secretary for Social Services. (Sir Alan was formerly Parliamentary Commissioner for Administration 1971-76 and Health Service Commissioner 1973-76, and previously Second Permanent Secretary at DHSS).

Dr G.E. Cormack, Dr D.J.D. Farrow, and Dr R.J.R. Lewis, have been appointed on the nomination of the General Medical Services Committee. Mr. D. Coleman, Mr A.J. Smith and Mr C.C.B. Stevens have been appointed on the nomination of the Pharmaceutical Services Negotiating Committee and the Pharmaceutical Society of Great Britain. Three lay people will be appointed in due course.

GMSC guidelines

The General Medical Services Committee of the British Medical Association has produced guidelines for dispensing doctors on the changes in dispensing arrangements in rural areas that will occur if the regulations stemming from the 1980 Clothier Report, become law. These guidelines are "a brief resume" of these changes from a doctor's viewpoint, but contain much information of value to pharmacists: they were sent to dispensing doctors this week. (The Pharmaceutical Services Negotiating Committee does not intend to produce its own guidelines for pharmacists at present).

Continued opposite

Mr Bernard Masters

Mr Bernard Masters, MPS, pleaded guilty at Kingston Crown Court (*C&D*, March 12, p428) to ten charges of obtaining money by deception. Mr Masters was sentenced to 24 months' imprisonment on each of the ten counts, the sentences to run concurrently, and was ordered to serve 18 months immediately, the rest suspended for two years. Our previous report may not have been clear on these points.



"Sorry about this, nurse. I've got to impress the Rural Dispensing Committee chairman."

Alan Smith says . . .

Mr Alan Smith, chief executive of the PSNC, says the major aspects of the legislation are that gradualisation of change is now possible to avoid sudden loss of income for either profession, that such changes can be financially compensated for and that, for the first time, pharmacists can apply for a preliminary consent to dispense. This means that pharmacists can know in advance whether their application has been accepted before they have made any financial commitment. A definite address for the pharmacy does not have to be given, only the locality.

Commenting on the GMSC guidelines (1.4), Mr Smith says that although doctors at present retain the right to dispense for temporary residents if they normally provide a dispensing service, this is one of the aspects of Clothier he regards as "ongoing." "We shall not be prepared to leave it as it is written," he said.

Mr Smith believes that if an LPC applies to have an area reclassified as urban (1.5), it must ensure there is a pharmacist willing to open up there. Otherwise patients not able to use the services of a dispensing doctor, could claim "serious difficulty" with the consequent loss of goodwill for the pharmaceutical profession.

For the first time a doctor can be obliged to give up the right to extend his dispensing (1.7) if this prejudices the provision of a pharmaceutical service, he says. And, Mr Smith points out, that if doctors are allowed to start up or extend their dispensing areas (2.2) then compensation will be paid to the pharmacists.

Another step forward for the profession of pharmacy, in Mr Smith's view, is that a doctor unwilling to supply drugs and appliances may no longer be

required to undertake such supply by an FPC. If he does not wish to provide pharmaceutical services, he now has the right of appeal to the Secretary for Social Services who will insist on the supply, only if "serious difficulty, etc" is encountered by the patient. Pharmacists now have the first opportunity to provide a service, which might involve them in some difficulty, but would lead to a more all-round pharmaceutical service.

Another benefit for pharmacists is that the regulations give them a right to "creep out" into rural areas. Any pharmacist who wishes to open up within one mile of a controlled locality may do so: only the rate of change from the doctors' dispensing to prescribing list is to be controlled by the RDC. This means that as estates on town boundaries extend into the countryside, pharmacists can move out with them to serve the community. Mr Smith said this compensated for the way in which dispensing doctors had benefited from the exodus of the population from town centres to the peripheries and the countryside.

The last benefit was that rurality must now be considered, Mr Smith said. This is because any change proposed by either a doctor or pharmacist when considered by the DSC in a local situation is likely to be considered "as significant," and therefore will have to be ruled on finally by the RDC nationally. Previously the FPC took a decision on rurality at a local level.

Mr Smith believes the balance between pharmacists and doctors on the DSC is important and preferential to the imbalance of eight doctors to two pharmacists on the FPC. In any case, FPC decisions can now be appealed against right through to the Secretary for Social Services on all matters except rurality. FPCs cannot overturn facts presented by DSC, only the conclusions, Mr Smith said.

SECTION I

1. Doctors who already dispense

1.1 Doctors may continue to dispense in their existing area which will be called a "controlled locality," as long as it remains rural in character.

1.2 Doctors may dispense for patients under the "serious difficulty" clause as previously and the "one mile" provision will remain; the latter will have the following conditions for adding patients to the current dispensing list and it must be noted that under the "one mile" provision there are no exceptions to these conditions for adding patients to the dispensing list:

(a) the patient has not previously been included on a doctor's list (eg baby)

(b) the patient has changed his address as last notified to the FPC

(c) the patient has not changed his address but prior to registration was

provided with pharmaceutical services by his previous doctor

1.3 Patients who request their doctor to provide pharmaceutical services will have to make the request in writing. A model form has been recommended in the "procedure" memorandum. Each FPC may decide its own procedure for registering dispensing patients.

1.4 Doctors who supply pharmaceutical services to some or all of their patients may continue to provide pharmaceutical services for temporary residents.

1.5 The area in which a doctor normally dispenses has to be "rural in character" and the FPC may consider the rurality of an area if requested by the Local Medical or the Local Pharmaceutical Committee.

1.6 The new regulations should provide the doctor with security of tenure.

1.7 Doctors can only be forced to give up dispensing when the Rural Dispensing Committee is satisfied that the opening of a pharmacy would not prejudice the proper provision of general medical services in an area or that the area is no longer classified as rural in character. In both circumstances doctors will be eligible to receive compensation over a period of five years based on the number of patients transferred and the RDC will be able to impose conditions on the rate of transfer to gradualise the change.

2. Doctors who wish to start or extend their dispensing area

2.1 Doctors must apply for "outline consent" to their FPC if they wish to start dispensing in a specified area for patients under the "one mile" provision. The area must be rural in character.

2.2 If outline consent is granted to a doctor by the RDC, the patients must make their request in writing to have pharmaceutical services provided by their doctor.

SECTION II

1. Rural Dispensing Committee

The new regulations bring into operation the RDC which will adjudicate on all dispensing matters referred to it by an FPC. It can also make recommendations on the rate of transfer of patients from a doctor's dispensing to prescribing list and from pharmacy dispensing to a doctor's dispensing list.

The RDC will have equal medical (3), pharmaceutical (3) and lay representation (3) with an independent chairman. The medical representatives are nominated by the BMA, pharmaceutical representatives jointly by the Pharmaceutical Services Negotiating Committee and the Pharmaceutical Society.

2. Controlled locality

A controlled locality is an area rural in character and in which doctors may dispense.

3. Rurality

Whether or not an area is rural in character is for an FPC to decide. Both LMC and/or LPC will be informed of

Continued overleaf

A "memorandum on procedure for applications by pharmacists and doctors to provide pharmaceutical services" for their detailed guidance, is to be published shortly by the DHSS and circulated to FPCs. The amending legislation is contained in the following Statutory Instruments: The Health Services Act 1980 (Commencement No 4) Order 1983 (SI 1983 No 303, HMSO £0.35); The NHS (General Medical and Pharmaceutical Services) Amendment Regulations 1983 (SI 1983, No 313, HMSO £2.55); The Rural Dispensing Committee Regulations 1983 (SI 1983 No 314, HMSO £0.75) and The Rural Dispensing Committee (Establishment and Constitution) Order 1983 (SI No 312, HMSO £0.75).

The GMSC guide is divided into two sections; the first section is a summary of how the new regulations affect existing or new dispensing doctors and the second section explains some of the new terminology introduced with the changes in the regulations.

Clothier: how to change direction

the FPC's decision and *if they wish to appeal to the RDC it must be done within 30 days*. If the FPC's decision on rurality is accepted, the LMC or LPC may apply to the RDC for a decision on the rate of transfer of patients. The RDC's decision is final and there is no right of appeal to the Secretary for Social Services.

Where it is decided that an area is no longer rural in character, the RDC may specify the appropriate and temporary modification of the "one mile" provision to limit the rate at which patients shall be transferred from a doctor's dispensing to his prescribing list. The RDC will not reconsider the rurality of any area within five years from its decision unless the FPC reports a substantial change of circumstances.

4. Outline consent

Outline consent is permission granted by the RDC to a doctor who wishes to start or extend his dispensing under the "one mile" provision. To obtain this consent the doctor must apply to his FPC giving reasons for his proposal, the boundaries of the specified area and the potential number of patients affected. The FPC must then consider whether any part of the specified area is in an existing controlled locality and more than one mile from a pharmacy.

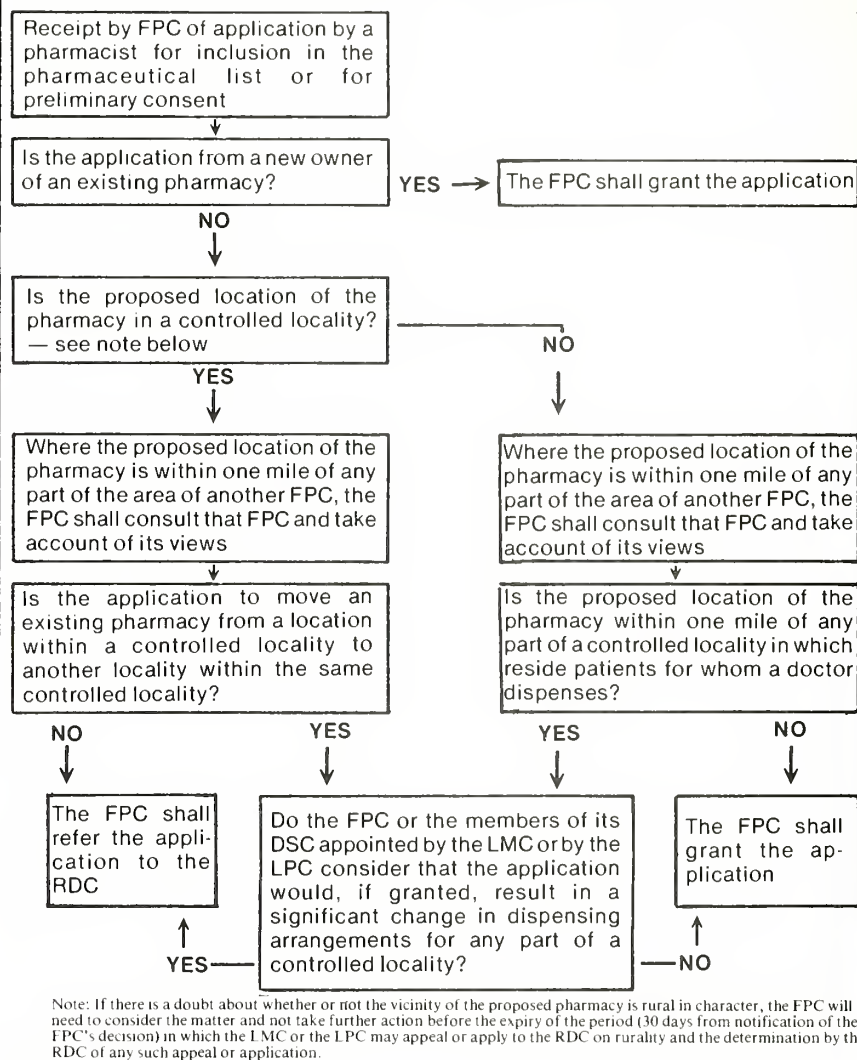
If the FPC has never considered the rurality of the specified area, or there is some doubt about the matter, this must first be considered and resolved by the FPC before an application for outline consent can continue. As long as the area is rural in character, the application for outline consent is forwarded to the RDC.

The doctor, LMC, LPC and any affected doctor or pharmacist will be informed of the application and may submit written comments to the RDC via the FPC *within 30 days*. Any party wishing to give oral evidence to the RDC, must notify the FPC in writing; however the RDC is not obliged to admit oral evidence.

Outline consent will be granted to the doctor by the RDC unless it would prejudice the proper provision of pharmaceutical services in the area. The RDC may grant consent for all or part of the specified area and may impose conditions, ie the method by, and rate at which, affected patients will be transferred from the prescribing to the dispensing list. The doctor has a right of appeal to the Secretary for Social Services *within 14 days of the decision*.

When outline consent has been granted, the FPC will inform the doctor's patients of their option to obtain medicines from their doctor or pharmacist under the "one mile" provision. If no patient applies for pharmaceutical services within 12 months

Flow chart for an FPC receiving a pharmacist's application



of the outline consent being granted, it will lapse. The outline consent will apply to a defined area and to the practice as a whole, transferable to additional or succeeding partners. If outline consent is refused by the RDC it will not be reconsidered for 5 years unless there has been a substantial change in circumstances.

5. Dispensing subcommittee

All matters concerning dispensing in the FPC will normally be dealt with by the dispensing subcommittee (DSC). The FPC will be required to set up a DSC if it has previously had one, or if it receives an application from a doctor either for outline consent or to dispense within (or within one mile of) a controlled locality, or if so requested by the LMC or LPC.

6. Dispensing by pharmacists

6.1 Applications by pharmacists to open within a controlled locality will be referred to the RDC if it would result in significant change in dispensing arrangements. The doctor, LMC, LPC and any affected doctor or pharmacist will be informed of the application and may submit written comments to the RDC via the FPC *within 30 days*. Any party wishing to give oral evidence to the RDC, must notify the FPC in writing; however the RDC is not obliged to admit oral

evidence. The RDC will grant the application unless it considers that to do so would prejudice the proper provision of general medical services or pharmaceutical services. Where the RDC grants an application, it may impose conditions, ie specify the rate of transfer of patients from a doctor's dispensing list to his prescribing list. On receiving notification of the RDC's decision, the LMC, LPC, etc, has a right of appeal to the Secretary for Social Services *within 14 days*.

6.2 If the application to open is within one mile of a controlled locality, the FPC will grant the pharmacist consent but will refer the application to the RDC if the LMC or LPC members of the DSC unanimously agree that it would result in a significant change in dispensing arrangements. As the FPC will already have granted the application, the RDC may in these circumstances only impose conditions, eg specify the method by, and the rate at which, patients will be transferred from a doctor's dispensing to his prescribing list. The affected doctor, LMC, LPC, etc may appeal to the Secretary for Social Services against the conditions imposed by the RDC's decision *within 14 days*.

By Xrayser

Zomax

The front door of the shop burst open with a crash and in came a magnificent sight, bearing down on us in full sail, sheets taut, canvas billowing, flags flying, and a bone in her mouth as she swept along, brushing all aside in her progress, till rounding up handsomely she hove to and let go her first salvo, in the form of three containers of Zomax . . . tossed smouldering on my counter.

I stepped back, almost overwhelmed by the next attack, in which I was asked what I meant by dispensing drugs which might have killed her and her husband, a mere wraith who trailed silently in her wake. Unfortunately, it seems I was the only person in the world who didn't know what the hell she was talking about. I am the pharmacist, remember? Very soon all was made abundantly clear, but after a couple of minutes of this I became distinctly browned off, as she was joined by another customer who also wanted to get shot of the drug.

I had read the maker's sheets and remembered something of the cautions, so asked the old battleship if she was sensitive to aspirin? "Of course not, I can take anything," she said. So I proceeded to give her some facts about the nature of drug effects. Even so, as I realised she was only doing what she had been told to, I mellowed a bit and was able to calm her justifiable fears. Just my luck to find she had been on Opren previously. But frankly, I think the way this was handled was appalling, with us being the last to be told and finding ourselves in the front line of attack with nothing in our hands.

Acne

It is a coincidence which sees a full discussion of acne and the products we can advise customers to buy so shortly after I had commented (rather sourly) about the virtual monopoly now held by Richardson Vicks. Informative too, when we are told by Norcliff Thayer, makers of the Oxy range, that the market shows a decline of 6 per cent in real terms, although there is a growth in sterling of 8-10 per cent. This gives proof to my suggestion that the prices are too dear by far, being beyond the reach of a good

founder of Robinsons of Chesterfield and a former chairman of the company from 1961-73. He became the company's first joint president, with his brother, Charles Robinson. Mr Robinson's particular interest in the company was packaging; he developed the method for spirally-wound packaging which led to the company's

number of my young customers. Do those figures simply add together to give a true percentage cost increase? I have to ask, because it would appear also to indicate a price increase well ahead of current inflation.

PIPer nig

Hot stuff this PIP code. Nicely explained fully in last week's *C&D*, I can see why Unichem are kicking up a fuss since the universal acceptance of the code (let's be fair, it is the handiest thing for us, being printed in the price list everyone uses every day), is causing Unichem members a great deal of duplicate work because they *have* to either clutter up their shelves with stick-on labels or look up Unichem's own numbers in their not-so-handy reference handbook.

Why don't they give in gracefully, like the gentlemen we know they are at heart, and make life a lot easier for their members? Why don't they take an opinion poll from them?

All changed?

All the manufacturers have now sent me information on their new insulin 100 ranges, but I regret I feel overwhelmed by the knowledge that, far from simplifying matters, the innovation is going to complicate my life immeasurably over the next twelve months. Not only have I to continue to hold a representative selection of current 40 and 80 varieties, but the new 100 strength in the same full variety of types — added to which we will have the truly new human insulins. My stock-holding, if only one vial of each, is going to add up to a considerable amount of money, put aside so I may satisfy my customers with one vial to be getting on with until I order the balance (which process in itself does nothing for my image as an efficient pharmacist).

So you know, in my naivety, I dared hope we might see ourselves in the happy position of stocking insulin in only three or four forms of the human variety? Only one thing comforts me. In the words of my favourite customers: "Even Boots haven't got enough!" Usually spoken as they hand in a script for a million or so tablets thoughtfully written by the understanding G.P.

production of millions of Smartie tubes and similar containers. He was chairman of the CBI council 1967-75. Mr Robinson was mayor of Chesterfield in 1962 and high sheriff ten years later.

Beryl Snashall, MPS, manager of Southend branch of Macarthy's and **Mr Len Dalton**, manager of the East Grinstead branch, recently received awards for 25 years service. Mr A.L. Slow, managing director of Macarthy's Pharmaceuticals, presented Ms Snashall with a gold chain and Mr Dalton with a gold watch. A presentation was also made to **Eddie Grummit**, manager of Macarthy's Dagenham branch, who retires next month after 32 years' service.

Mr Eric Fairbrother, MPS, has been adopted as the Social Democratic Party's parliamentary candidate for Blackburn, Lancashire. He is presently manager of the Blackpool branch of Boots. Mr Fairbrother was a founder member of the Blackpool and Fylde area party in 1980, and is also on the Lancashire Pharmaceutical Committee. There were 40 other candidates in the running for the position, and following his selection Mr Fairbrother has accepted a position on the SDP's national policy making group on health. Mr Fairbrother has been with Boots for 18 years and moved to Blackpool to open the branch, the twelfth largest in the country, five years ago.

Mr Alan Wiseman, MPS, of Southmark Chemists, Leatherhead, is sponsoring a youth drama festival at the local Thorndike theatre. He took over sponsorship of the festival after Ronsons, who had provided backing for 13 years, called in the receiver last Summer. Youth groups from all over the Surrey are involved in the festival — now known as the Southmark Youth Drama Festival — which culminates with around 12 groups performing in the Thorndike in July. Mr Wiseman sells theatrical makeup from his shop, and appears with a local amateur dramatic group. His wife is a drama teacher. He has an option on whether to continue his sponsorship next year, but says he would be very surprised if he does not carry on.

Professor Donald Acheson, DM, FRCP, FFCM, MFOM, will be appointed Chief Medical Officer-designate on October 1, to succeed Sir Henry Yellowlees who is retiring early in 1984. Sir Henry has been Chief Medical Officer since 1973. Professor Acheson is currently professor of epidemiology and director of the MRC Environmental Epidemiology Unit at the University of Southampton.

Deaths

Robinson: February 26, Mr Ernest Bradbury Robinson, CBE, aged 77. Mr Robinson was great grandson of the



The Kodak Colour Carnival means higher film sales in high summer

Here's how your customers benefit.

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	'Ektachrome' 64 Film	36 exposure	Free photo book
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Thumbs down for liquid soap

Liquid soap, an idea which originated in the United States, has proved to be a "damp squib" in the UK, according to the March issue of *KAE Development News*.

Following its success in America, liquid soap was expected to reach a UK market value of £15m. But the report states that its value is no more than £2.3m, with no obvious prospect that it will follow the American success.

Of the first two brands on the UK market, Soap on Tap achieved only 2 per cent grocery / shop distribution and 10 per cent sterling distribution, while in a sample of 1,000 housewives under 1 per cent bought the product. Beecham's Supersoap reached 8 per cent shop distribution, 31 per cent sterling distribution, and was bought by 6 per cent of housewives in the sample. The report suggests high prices have been the real problem and that the market would have benefitted from "a great deal of market evaluation" to establish an acceptable consumer price. With low cost imitators now available the report concludes future prospects for the market are not very bright.

The use of a pump dispenser by Elida Gibbs for Mentadent P could bring extra



HRH Princess Michael of Kent presents the Dettol Sword trophy to Mrs Rosslyn Heartfield, a sister at St Mary's maternity hospital in the Portsmouth and South East Hampshire Health Authority, winners of the Dettol Midwifery Care Award. The presentation was broadcast live on BBC's Pebble Mill at One programme on March 4. The £10,000 cash prize will be used to improve the unit's facilities. Reckitt Products, Reckitt House, Stoneferry Road, Hull HU8 8DD

excitement into the UK toothpaste market, the same report predicts. Four years ago Henkel launched Thera-med toothpaste in Germany in a plunger dispenser, and at the end of the first year it had won a 4.5 per cent market share, increasing to 10 per cent by 1982. The report points out that there is less of a price difference between the pump dispenser and standard product in the toothpaste market than in liquid soap and it predicts this type of dispenser could be a success for toothpaste. *KAE Development News, KAE House, 7 Arundel Street, London WC2R 3DR.*

effective in even the most stubborn cases.

Containing the active ingredient tolnaftate BP, the ½oz tube of gel comes in a cardboard box with transparent window. Packaging of the other Scholl athlete foot products has been updated in line with this addition to the range.

Athlete's foot gel will be advertised in the general-interest Press during the Spring. *Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH.*

Colourless Transol

From the beginning of April Transol wetting solution will be colourless. In view of imminent regulations governing contact lens solutions, it was decided that the dye, included purely for identification purposes, should be removed. However, in order to avoid confusion the colourless solution will be presented in pink bottles, with patient leaflet enclosed. *Smith & Nephew Pharmaceuticals Ltd, Bampton Road, Romford, Essex RM3 8SL.*

Optrex orders

Following the recent purchase of Optrex by Boots Group (*C&D* February 12, p297), direct orders for Optrex products should go to Optrex Ltd, PO Box 94, Nottingham NG2 3AA. Customers who have normally dealt through a wholesaler should continue to do so. The address change takes effect from March 28.

Go places with Babe

Fabergé are introducing a Babe survival kit comprising 25ml spray cologne, 130ml body lotion and 50ml roll-on antiperspirant deodorant. These travel sizes come in a clear PVC drawstring bag (£4.99) and will be available from April.

The company is also giving away silk flowers with any purchase of Kiku or an A Touch of Class from Boots. The customer can choose from an arrangement of silk flowers on-counter. *Fabergé Inc, Ridgeway, Iwer, Bucks.*

New Geordie livery in relaunch

The Geordie home brew kit has been relaunched in new livery and is to be supported by national advertising in the *Sunday* and *Observer* Sunday magazines running from March 21 to May 8.

The company has relocated its base from Tyne & Wear to King's Langley and is now able to take advantage of the Ovaltine malt extract plant. The liquid kit range has been increased from 1.1 to 1.5 kilos while prices remain unchanged. The range is now colour coded — lager comes in blue packaging, mild in orange, Scottish export in brown and for bitter maroon. *Viking Brews Ltd, Station Road, King's Langley, Herts WD4 8LJ.*

Corning Sunsensor in distribution deal

The 1983 collection of Corning Sunsensor sunglasses is covered by an exclusive distribution agreement with Addis and Gay Designs (*C&D* March 5, p397).

However, this agreement does not cover any other sunglasses with Sunsensor lenses which continue to be available from certain trade suppliers.

Scholl trio promoted and a gel is launched

Three Scholl product groups will benefit from national advertising throughout Spring. A £450,000 national television campaign to promote Scholl exercise sandals runs throughout April. The commercial associates the sandals with an active healthy lifestyle.

A 20-second Air-pillo insoles commercial will be shown nationally, with the exception of London, during March and April. Finally a national campaign for new Scholl Lite Legs sheer support tights uses the theme "Support for hard working legs". Full colour advertisements will appear in leading women's magazines — *Options*, *Woman's Own* and *Vogue* through until April.

Scholl have added an athlete's foot gel to their range of athlete's foot preparations.

The gel (£0.89) is easy and convenient to apply and the makers claim it is

Glints addition and £1m support in '83

Glints, the hair colourant launched six months ago by Clairol aimed at the younger end of the market, now comes in another colour. Coral, say Clairol, is for use on blonde hair creating warm pink tones and suiting the rose shades of Spring.

They claim Glints has won a 7.5 per cent share of the hair colourant market, with sales more than 33 per cent over target. The various shades of red in the range have proved the most popular.

Glints will be supported by a £1.1m advertising campaign in 1983, including television and radio commercials and double page spreads in the women's Press. There will also be a consumer promotion starting at the end of March — the Glints fashion model competition. Glints users will be invited to submit photographs to Clairol. Twelve based on



Until the end of 1983, both the 50ml and 25ml aerosol bottles of Tabu spray cologne will be on offer with £1 off the recommended retail price. Both sizes will now be available cartoned for £3.75 and £2.35 respectively. The offer comes complete with point-of-sale material to hold six 50ml and twelve 25ml sprays. Dana Perfumes Ltd, 45a Crusoe Road, Mitcham, Surrey

hairstyle and dress sense will feature in the 1984 calendar, and these winners will receive an expenses paid visit to London and a £250 modelling fee. This promotion will be featured at POS and on the radio. *Bristol-Myers Co Ltd, Stamford House, Station Road, Langley, Bucks SL3 6EB.*

Distribution news from Colson & Kay

Colson & Kay have recently taken over the UK distribution of the Perlier Natural Recipes range. *Colson & Kay Ltd, Shentonfield Road, Manchester M22 4RW.*

Ranir products...

Baba Marketing have been appointed sole UK distributors for Ranir Corporation Products. Products available are a

toothbrush and flosser (£0.99), a flosser (£0.75) and a pack of three floss refills (£0.70). *Baba Marketing, 57 Quadrant Works, Manor Park Crescent, Edgware, Middlesex.*

...and Pharmagen

Pharmagen have been appointed by Laboratoires Valda of Paris to act as distributors of Valda pastilles. A promotional plan will be announced later in the year for the Winter season. *Pharmagen Ltd, West Lane, Runcorn, Cheshire WA7 2PE.*

Tanning gel from Yardley...

Start the Summer early, say Yardley, who have introduced Easy Bronze tinted transparent gel.

Easy Bronze (£1.75) comes in three shades, sungold, suncopper and sun-bronze, and can be applied to give a natural-looking suntan with the protection of a built-in sunscreen.

Yardley have also launched a 75ml plastic bottle of their Second Nature moisturising lotion (£1.60), which they say is ideal for travel and holidays. The new size will be available from April at an introductory offer price of £0.99. *Yardley of London Ltd, Miles Gray Road, Basildon, Essex.*

...and skin lightener from Hansen

Sally Hansen have introduced a skin lightener which they say will "safely and effectively" fade brown marks on the skin. To be used regularly night and morning the cream (100g jar, £3.50) is quickly absorbed and is non-greasy. *Distributors: Rigease Ltd, Brentford.*

Independent push

Braun Electric (UK) Ltd are to advertise the Independent in a national television campaign during April and May. The theme of the commercials is "Anytime, anywhere". *Braun Electric (UK) Ltd, Dolphin Estate, Windmill Road, Sunbury-on-Thames, Middx.*

Nine winners in the Beecham Proprietary Medicines "personal touch" display competition recently brought their families to London to be photographed by Patrick Lichfield. The event was captured in this group photograph which shows (left to right) Mr and Mrs Hunter, Ian and Brian Hunter, Mr and Mrs Smith, Mr and Mrs Simpson and Amy, Mr and Mrs Beech, Lord Lichfield, Colin Atkinson (standing) of Beecham Proprietary Medicines, Mr and Mrs Thomas, Mr and Mrs Gill, Martin and Keith Gill, Mr and Mrs Hughes, Gareth and Alison Hughes, Mr and Mrs Whitmore, Elizabeth and John Whitmore, and Mr and Mrs McLain, Patrick and Ann McLain





**If you think this looks beautiful,
wait until you see the colour of their money.**

The picture you've just admired will be appearing in full colour in *The Mail On Sunday* Magazine, *Sun Day*, and that most discerning of publications, *The Observer Magazine*.

(The *Observer* hailed Georgie as outright best for home brewed beer flavour and quality on January 2nd this year.)

With its new design, bigger packs, very competitive pricing, quality image and powerful relaunch ad campaign Georgie is going to attract customers and help you build your home brew business like never before. It will, that is, if you've got it fully displayed.

For full details of the new Georgie range and its very attractive pricing, 'phone Colin Bowen on King's Langley 66122 or write to Viking Brews Ltd, Station Road, King's Langley, Herts WD4 8LJ.

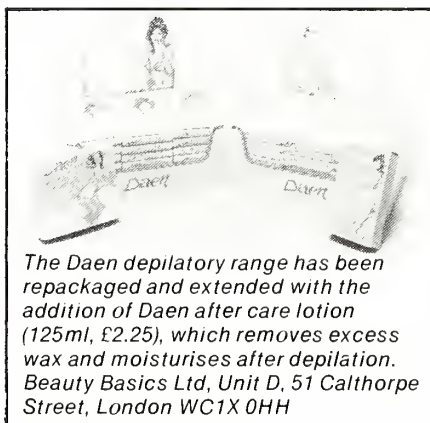


GEORDIE
A subsidiary of Wander Ltd.

Mousse and three gels from Carecharm

Carecharm are launching three setting gels and a new formulation conditioning and setting mousse. The gels (50ml, £1.10) are light and non-greasy available in extra hold (colourless), normal hold (yellow) and a wet look formulation (pink). All three can be readily washed or brushed out. The mousse (200g aerosol, £1.95) has a feather-light formulation, says the company, avoiding the problem of slightly greasy deposits. Own-label requirements can be met.

A range of coloured gels have also been launched by the company. Ultra gels (pack of 6 x 25ml, £4.80; pack of 2 x 50ml, £3.45) are for short term hair colouring and can be washed out after, at the most, two shampoos. They can be



The Daen depilatory range has been repackaged and extended with the addition of Daen after care lotion (125ml, £2.25), which removes excess wax and moisturises after depilation. Beauty Basics Ltd, Unit D, 51 Calthorpe Street, London WC1X 0HH

applied to either wet or dry hair and are initially available in six colours — sunburst yellow, tawny orange, sunset red, kingfisher blue, electric pink and cherry burgundy for Spring / Summer. Carecharm Products Ltd, PO Box 87, Oakway Drive, Camberley, Surrey.

Luitpold bonus

Luitpold are offering bonus terms on Hirudoid and Propain during May through their representatives. A selection of POS material will be available. For Hirudoid there is a showcard based on the indications of "painful, swollen, aching legs" which has a dummy outer of Hirudoid gel attached and for Propain, there is a shelf dispenser and showcard, both carrying a giant display pack and using the slogan "powerful pain relief." Luitpold-Werk (Munich), Hayes Gate House, 27 Uxbridge Road, Hayes, Middlesex.

Galvin distribution

Catesby Marketing Associates have been appointed UK distributors for the Daniel Galvin haircare range. Further details can be obtained from Catesby Marketing Associates, Catesby House, Mill Lane, Monks Risborough, Aylesbury, Bucks HP17 9LH.

Rodine 'C' update

Rentokil Rodine 'C' rodenticide (100g, £1.04; 200g, £1.87) has been given a new active ingredient and a re-styled pack. It now incorporates bromadiolone, a single-dose anti-coagulant which is said to be very palatable to rats and mice.

No 'bait shyness'

Symptoms do not occur for three or four days after the rodent has eaten it so "bait shyness" is eliminated. Rodine 'C' kills

warfarin-resistant rats and mice, can be used indoors or outdoors and is treated to resist dampness without going mouldy. It is packed in outers of 24 x 100g and 12 x 200g. Rentokil Products Division, Felcourt, East Grinstead, West Sussex.

Fidji shoulder bag

From April 4-16 a Fidji 50ml eau de toilette atomiseur comes with a soft suede shoulder bag with adjustable strap for £9.95. The normal retail price for the spray is £8.50. Parfums Guy Laroche, 14 Grosvenor Street, London W1.

Benylin expectorant now has "for chesty coughs" on the pack front to improve product identification. The company believes that it is important for the customer to easily identify which product in the range is for their specific cough. Warner-Lambert Health Care, Southampton Road, Eastleigh, Hampshire SO5 5RY



Spring offensive for A & W range

A "major" above and below-the-line promotional offensive commences April for the Albright & Wilson consumer product range. Calgon will be advertised on TV South from May and there will be a national 10p-off-next-purchase coupon offer on the Calgon 250g size redeemable against any pack size. Micromet scale inhibitor will feature in a national Press advertising campaign in the *Sunday Express*, *Mail on Sunday* and *Sunday Mirror* during April and May while advertisements for Scale Away will appear in the *News of the World* and *Mail on Sunday* for the same period. Finally the Focus 4kg drum will carry 25 per cent extra free at no extra cost. Albright & Wilson Ltd, PO Box 80, Trinity Street, Oldbury, Warley, West Midlands.

On-pack cloth

Heavy duty Gumption is to carry an on-pack offer of a cleaning cloth and will be supported by a TV advertising campaign in March-April featuring the on-pack promotion. Beecham Toiletries, Beecham House, Great West Road, Brentford, Middx.

ON TV NEXT WEEK

Ln London	WW Wales & West	We Westward
M Midlands	So South	B Border
Lc Lancs	NE North-east	G Grampian
Y Yorkshire	A Anglia	E Eireann
Sc Scotland	U Ulster	CI Channel Is
Bt Breakfast Television		

Airwick Gumption:	All areas
Anadin:	All areas
Askit powders:	Sc
Aspro Clear:	All areas
Cidal soap:	Bt
Clearasil cleansing lotion:	All except G,B,We,CI,E
Complan:	All except A,B,E,CI
Cyclax Moistura:	All areas
Hermesetas:	Ln,Lc,Sc,So,A
Joba natural hair care:	M
Maws Wipers:	All except A,We,B,E,CI
Metamucil:	Lc, Sc,WW,U,G
Oral B:	Ln,M
Paddi Cosifits:	All areas
Pampers disposable nappies:	All areas
Rennie indigestion tablets:	All areas
Scholl Airpillo insoles:	All except Ln
Scholl exercise sandals:	All areas
Seton Tubigrip:	Lc
Thick Parazone:	All areas
Unichem baby products:	All except U

Ruthmol

They'll take it instead of a pinch of salt

More and more people are realising that too much sodium in the diet can be harmful. So more and more people are turning to Ruthmol Low Sodium Salt Substitute.

Ruthmol is ideal for table use. It looks like salt and tastes like salt. Its new packaging and display outer are bright and appealing. And with a low sodium, high potassium content, Ruthmol is far better for the body than common salt.



We're supporting Ruthmol with a £50,000 press campaign in women's magazines. Ruthmol is bound to be a big seller. Don't miss out on this sales opportunity, contact Dendron Ltd., 94 Rickmansworth Road, Watford, Herts. Tel: 0923- 29251 now.



They won't be slow to get the picture.

Our latest autofocus model, the Sun 660, is hardly expensive for the results it affords.

Now, to complement it, come the Sun 600 and One-Step 600. Forming, in effect, a new range of low-priced

Polaroid Instant Cameras.

As their names clearly imply, both share the virtue of the autofocus in taking our high-performance 600 colour film.

An advantage the ever-persuasive Mr Garner will

be pressing home in a hefty national television campaign starting this spring.

Be sure to order plenty of everything, though.

Having got the picture, it'd be a shame if customers couldn't get the cameras.



Polaroid Sun 660 autofocus around

£50.



New Polaroid Sun 600 around

£30.

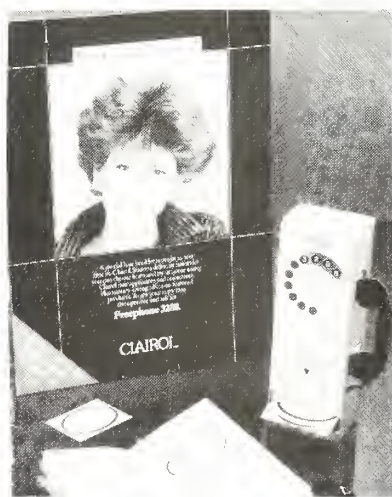


New Polaroid OneStep 600 around

£20.

Clairol booklet via Freephone

Clairol are currently offering a free booklet entitled "Style and Colour" which gives full advice on how to choose various styles and cuts to suit different colours. To keep counter space to the minimum Clairol are using at POS a dispenser box in the shape of a telephone. Containing stickers with a Freephone number, the customer simply rings for the booklet to be posted home. Clairol say they are currently processing over two hundred calls each day. *Bristol-Myers Co Ltd, Stamford House, Station Road, Langley, Slough.*



Health & Diet push on Channel Four

Health and Diet Food Co Ltd will be advertising on national television for the first time during April and May with 63 10-second spots on Channel 4 for Blakey's wholemeal Symbread.

The campaign will be supported by full-colour advertisements in *Slimming*, *Successful Slimming*, *Here's Health* and *Health Now*.

POS material is available including posters, showcards and giant packs. A trade deal offered through the salesforce gives a 33 1/3 per cent profit margin for every three cases bought. *Health and Diet Food Co Ltd, Seymour House, 79 High Street, Godalming, Surrey GU7 1AW.*

Peaudouce comfort

Peaudouce babyslips now have multi-strand elasticated legs which, the company says, give greater comfort, fit and effectiveness, and improve the overall appearance of the nappy.

The four strand elastication is the first of its kind, Peaudouce claim, and is available across the whole range of babyslips in both handipacks and economy boxes. *Peaudouce (UK) Ltd, Lockfield Avenue, Brinsdown, Enfield, Middlesex EN3 7PX.*

Meeting the demand for hairsetting gels

To satisfy the present high demand for hairsetting gels French of London have made two new additions to their range — French Buoyance hairsetting gel in a 100g jar (£1.50) and a 140g bottle (£1.75). An extra hold strength has also been added to

the existing normal strength.

To promote the range, all French of London stockists are being offered an additional 10 per cent bonus discount on orders received by March 31. *French & Scott Ltd, 717 North Circular Road, London NW2 7AL.*

£1m TV campaign for Sensodyne

Mint Sensodyne is to be advertised on television starting April 4 for four weeks with a £1m spend. A second burst is planned in the Summer. In a TV South test market last year subsequent sales jumped by 82 per cent on both original and mint flavours, the company claims. *Stafford-Miller Ltd, Hatfield, Herts AL10 0NZ.*

Baby-sitter (£37.50 trade, £57.79 srp) monitors breathing via a strap around the baby's waist. If the baby stops breathing an audible alarm comes on and red light flashes. The unit runs on a 9v PP3 battery and has a socket for a remote speaker. Also available is Sleepy (£14.35 trade, £24 srp) which reproduces the intra-uterine sounds a baby hears before birth and induces sleep. Direct Diagnostic Ltd, 6a High Street, Crawley, Sussex



Distributors named for 3-D camera

Photopia are to distribute the Nimslo 3-D camera in the UK, Channel Islands and Southern Ireland from early April. It will retail at around £129.95. The company will be the exclusive sales, distribution and service organisation for Nimslo products in these countries.

Chris Coleman, chief executive and managing director of Photopia says: "The Nimslo 3-D system offers us the exceptional opportunity of bringing our experience to bear on the introduction of the most exciting and innovative new photographic product since the invention of the instant process." *Photopia International Ltd, Hempstalls Lane, Newcastle, Staffs ST5 0SW.*

Insurance coverage courtesy of Savlon

Five years free insurance cover for five winners is the prize in a Savlon competition. Eight uses of Savlon listed on the entry form have to be placed in order of importance and the winners will receive five years insurance cover for the home and contents, family medical expenses and life assurance.

Each entrant will automatically receive a voucher worth £10 off selected insurance policies. Entry forms will be carried on all 500ml and 750ml bottles of Savlon antiseptic disinfectant. The closing date for entries is November 30. *Care Laboratories Ltd, Badminton Court, Amersham, Bucks.*

Unichem activity

Unichem are to send both samples and details of its new range of incontinent products and of the advisory service being provided by chemists, to 20 organisations dealing with incontinence and care of the aged.

Peter Dodd, managing director, will be writing personally to the directors and secretaries of the organisations before the start of the advertising campaign (*C&D* February 26, p358). "Obviously we don't expect them to endorse a branded product, but we hope we might be able to get their support for the principle of the pharmacists being in a position to advise, and also of the advertising campaign to bring the problem of incontinence into the open," says Mr Dodd. *Unichem Ltd, Crown House, Morden, Surrey.*

FOR A PAIN RELIEVER TO WORK IT SHOULDN'T BE A PAIN TO SWALLOW



Give a baby a nasty tasting medicine, and the chances are that most of it will end up on his chin.

Give him Calpol and it's a different story. Our special suspension minimises bitterness. So the bitter taste of paracetamol is masked.

There's no need to dissolve or prepare it. And within half an hour, it will relieve the pain or temperature.



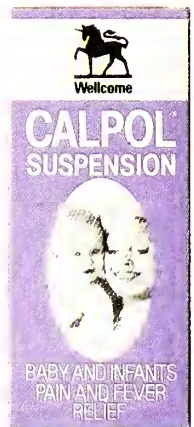
Wellcome

Simple answers to everyday baby care problems.

(Whether from teething, influenza, or just a common cold). It's hardly surprising that doctors frequently prescribe it. Or that it's acquired such a good reputation.

But it may reassure you that it's only available through pharmacists.

Next time you're asked to recommend an infant pain reliever, you should counter-prescribe Calpol. Anything else might prove a bit of a mouthful.



INDICATION: EACH 5ML DOSE CONTAINS 120MG PARACETAMOL BP IN A PLEASANTLY FLAVOURED PINK SUSPENSION. **USES:** FOR THE RELIEF OF PAIN (INCLUDING TEETHING PAIN) AND FEVERISHNESS. **DOSAGE:** CHILDREN 3-12 MONTHS 5ML FOUR TIMES DAILY 1 YEAR TO UNDER 6 YEARS 10ML FOUR TIMES DAILY 6 YEARS TO UNDER 12 YEARS UP TO 20ML FOUR TIMES DAILY NOT MORE THAN 4 DOSES SHOULD BE ADMINISTERED IN A 24 HOUR PERIOD. DO NOT REPEAT DOSES MORE FREQUENTLY THAN 4 HOURLY. **DOSAGE FOR CHILDREN UNDER 3 MONTHS IS AT PHYSICIAN'S DISCRETION. CONTRA-INDICATIONS:** NONE KNOWN. **PRECAUTIONS:** USED WITH CAUTION IN THE PRESENCE OF RENAL OR HEPATIC DYSFUNCTION. **SIDE AND ADVERSE EFFECTS:** SIDE EFFECTS ARE RARE IN THERAPEUTIC DOSES. REPORTS OF ADVERSE REACTIONS ARE RARE AND ARE USUALLY ASSOCIATED WITH OVERDOSAGE. ISOLATED CASES OF THROMBOCYTOPENIC PURPURA, METHAEMOGLOBINAEMIA AND AGRANULOCYTOSIS HAVE BEEN RECORDED. NEPHROTOXIC EFFECTS ARE UNCOMMON HAVE NOT BEEN REPORTED IN ASSOCIATION WITH THERAPEUTIC DOSES EXCEPT AFTER PROLONGED ADMINISTRATION. OVERDOSAGE MAY CAUSE HEPATIC NECROSIS. **COST TO RETAILER:** 70ML £0.47, £0.86, 1 LITRE £6.27 (PL3/5067). FURTHER INFORMATION IS AVAILABLE ON REQUEST. **WELLCOME CONSUMER DIVISION, THE WELLCOME FOUNDATION LTD, CREWE, CHESHIRE. CALPOL IS A TRADE MARK.**

PRESCRIPTION SPECIALITIES

Lasipressin tablets

Manufacturer Hoechst Pharmaceuticals Ltd, Hoechst House, Salisbury Road, Hounslow, Middlesex TW4 6JH

Description Yellowish-white, oblong, film-coated tablets with a score mark on both sides, containing frusemide 20mg and penbutolol sulphate 40mg

Indications Management of mild or moderate hypertension

Dosage One tablet each morning. This can be increased to one tablet twice daily if necessary

Contraindications Severe bradycardia, digitalis refractory heart failure, metabolic acidosis, obstructive pulmonary disease. Concurrent administration of general anaesthetics with myocardial depressant activity, hepatic coma and uncompensated hypokalaemia

Warnings Cessation of therapy with β -blockers should be gradual. Close observation is recommended in patients receiving catecholamine-depleting drugs. Dosage of concurrently administered cardiac glycosides or anti-hypertensive agents may require adjustment. Simultaneous administration of anti-arrhythmic agents and calcium antagonists of the verapamil type increase the risk of conduction disorders of the heart. Patients with diabetes should be carefully monitored. The action of frusemide may be antagonised by certain NSAIs. Should not be used in pregnancy and with caution in nursing mothers

Side effects As with other β -blockers penbutolol may precipitate bronchospasm and heart failure in susceptible patients. There have been occasional reports of dizziness, cold extremities and gastrointestinal disturbance, skin rash and/or dry eyes

Overdosage Excessive bradycardia may be counteracted with 1-2mg atropine IV,

followed if necessary by a β -receptor stimulant and correction of electrolyte fluid imbalance

Packs Blister packs of 30 (£8.49) and 100 tablets (£27, both prices trade)

Supply restrictions Prescription only
Issued March 1983.

Sno tears

Manufacturer Smith & Nephew Pharmaceuticals Ltd, Bampton Road, Romford, Essex RM3 8SL

Description Plastic multi-dose dropper bottle filled with colourless eye drops containing polyvinyl alcohol 1.4 per cent w/v

Indications Artificial tear and lubricant in cases of tear deficiency

Administration As required

Contraindications, precautions Should not be used in patients fitted with soft contact lenses. Discard one month after opening

Packs 10ml dropper bottle (£0.85 trade)

Supply restrictions Pharmacy only
Issued March 1983.

Evans ibuprofen

Evans have added ibuprofen 200 and 400mg to their range. The tablets are sugar coated and deep pink (200mg \times 500 and 400mg \times 250, both £8.75 trade).
Evans Medical Ltd, 891 Greenford Road, Greenford, Middlesex UB6 0HE.

■ The correct dose for De-noltab is one tablet four times a day on an empty stomach, half an hour before each of the three main meals and two hours after the last meal of the day, Brocades have pointed out, following the entry in *C&D* February 12.

Silastic marketing

Wellcome Foundation's Calmic medical division has taken over distribution of Silastic silicone foam dressing for open wounds. *Silastic* (*C&D* February 2, 1981) is poured in liquid form into the wound, solidifies in a few moments and is later withdrawn routinely for washing and replacement.

Developed by Dow Corning, the silicone foam elastomer is said by Wellcome to have revolutionised the dressing of granulating wounds from abdominal or rectal surgery, skin grafts, plastic operations and chronic ulcers. The technique has considerable advantages over conventional packing of wounds, greatly increasing patient comfort. Hospital stays are shortened and the need for district nursing care at home is reduced, it is claimed.

Silastic solidifies into a soft spongy foam within two or three minutes of pouring, taking on the precise shape of the wound and absorbing the matter exuding from it.

Calmic have taken over responsibility for only the two foam dressings (20ml £5.10 trade; 500ml £60.30); other Silastic products in the *C&D* Price List remain with Dow Corning. Silastic foam dressing is *not* currently in the Drug Tariff, but it is understood inclusion is currently under negotiation. *Calmic medical division, Wellcome Foundation Ltd, Crewe Hall, Crewe, Cheshire CW1 1UB.*

ACBS addition

The Juvela gluten-free loaf is now prescribable on FP10, for gluten-sensitive enteropathies including steatorrhoea due to gluten sensitivity, coeliac disease and dermatitis herpetiformis. *G.F. (Bakeries) Ltd, Lowther Road, Stanmore, Middlesex.*



ORDER YOUR
ZERO
THROWAWAY PANTEES NOW!

Contact your local wholesaler or write to
Undercover Products Int. Ltd., Queensway Industrial Estate,
Wrexham, Clywd, North Wales. Tel: (0978) 353535. London Office: 01-451 3151.

IT'S ALWAYS BEEN HARD TO PUT INTO WORDS HOW GOOD YOU FEEL ABOUT DRAPOLENE.

'Gurglegoo
gaaagooo'
Jane, 1952.

'Gurglegoo
gaaagooo'
James, 1969.
'Gurglegoo
gaaagooo'
Sarah, 1982.

We've been soothing babies' bottoms for thirty years. And for thirty years been getting the same response. So we've every reason to be confident of Drapolene nappy rash cream.

Not only does it prevent the irritation; it treats it. That's thanks to the benzalkonium chloride which destroys ammonia-producing bacteria.

Its slightly acidic properties help

restore the skin's natural pH. And its soothing cream base acts as a barrier against urine.

By using Drapolene as a treatment, mums will be relieved to see how effective it is against nappy rash.

By using it regularly, they can be confident that the chances of re-occurrence are slight. And remember. If they listen to what their babies have to say about it, you can be sure they'll be back for more.



Wellcome

Simple answers to everyday baby care problems.



PRESENTATION BENZALKONIUM CHLORIDE 0.05%, CETRIMIDE 0.2% IN A PINK, WATER MISCIBLE, CREAM BASE. **USES** PREVENTION AND TREATMENT OF URINARY AMMONIA DERMATITIS, PARTICULARLY NAPPY RASH, TREATMENT OF MINOR BURNS AND WOUNDS. **ADMINISTRATION** ADULTS TO BE APPLIED TWICE DAILY CHILDREN TO BE APPLIED EVENLY AT EACH NAPPY CHANGE. PARTICULAR PREVENTION BEING PAID TO THE FOLDS OF THE SKIN. BEFORE APPLYING DRAPOLENE THE AFFECTED AREA SHOULD BE DRY AND FREE FROM ALL TRACES OF SOAP. **CONTRA-INDICATIONS** PATIENTS WITH A HYPERSENSITIVITY TO EITHER OF THE CONSTITUENTS. **SIDE AND ADVERSE EFFECTS** ALLERGIC REACTIONS TO DRAPOLENE ARE RARE. **COST TO RETAILER** 55g £0.41, 100g £0.63, 200g £1.04. (P1 3/5069) ADDITIONAL INFORMATION IS AVAILABLE ON REQUEST. **WELLCOME CONSUMER DIVISION, THE WELLCOME FOUNDATION LTD, CREWE, CHESHIRE. DRAPOLENE IS A TRADE MARK**

For high quality drugs at low prices, just pick up the phone.

Pick up the phone and call your wholesaler.

That's all it takes to obtain all the drugs you're ever likely to need – from the Evans range.

Evans comprehensive range includes the new Generics, Standard drugs, OTC's, Insulins and Heparins.

They're available in any quantity you want, any time you want them. And at new low prices.

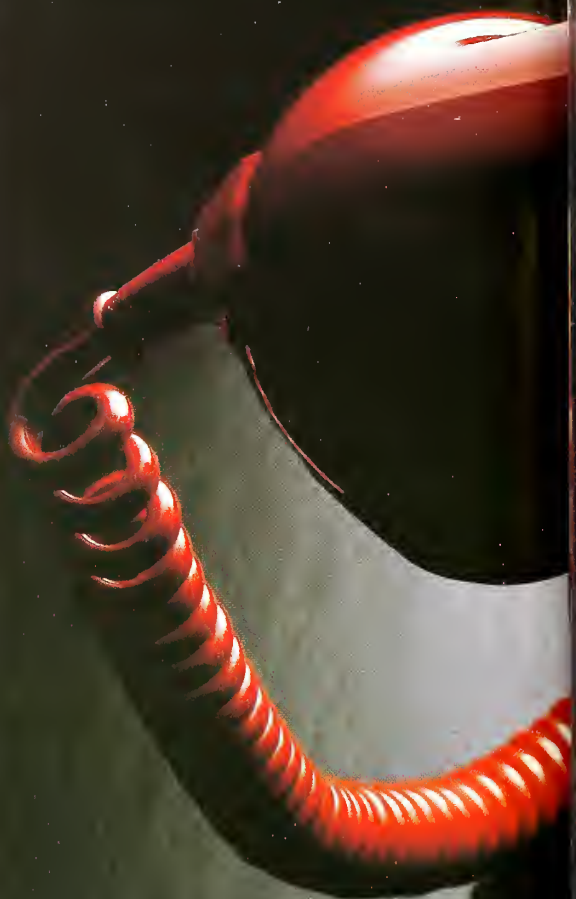
Some prices have been reduced by as much as 70%.

There will also be special offers running on a selection of drugs.

But though our prices have been cut, we still don't cut corners.

So for high quality drugs at low prices, ring your wholesaler, and make yourself happy.

Evans. Relieving pharmacists' headaches.





Evans
MEDICAL LIMITED

"Do you remember the time that Brownes went through a difficult patch?"

"You mean when he was a bit suspect and slightly abused?"

"Yes but thank goodness Brownes was soon put right, became very respectable, and now gets recommendation after recommendation".

Because of its successful reformulation Collis Brownes is the safe effective remedy for diarrhoea and tummy bugs — which you can recommend wholeheartedly.



AND IT CARRIES THE FULL INTERNATIONAL LABORATORIES GUARANTEE

LETTERS

Lost confidence

The prime function of a Council member is to serve the membership and present pharmacy as a whole, not to promote his own interests" (Professor Arnold Beckett, *C&D* March 5, p416).

I am the single-handed owner-manager of a retail pharmacy in a market town with ten dispensing doctors. Over the past couple of years, I have gradually lost confidence in the present Council which seems so out of touch with the 70 per cent of the membership who work in retail pharmacy.

It would be unfair to criticise hard-working Council members but it would seem reasonable to question whether the present composition of Council operates in the best interests of the majority of the membership of the Society. It seems that we have a Council consisting of retired members, administrators, multiple executives, academic and hospital pharmacists, together with the few atypical retail members. Perhaps this explains decisions such as the haste to force printed labels by January 1984 and the request to the DHSS to implement section 66 of the Medicines Act.

As a former member of Council with over 25 years before retirement, I have retained close interest in the activities of 1 Umbeth High Street. As the Council election approaches, it is difficult not to consider if we should not be seeking to increase the number of retail members of the Council and thereby make Council more responsive to the whole membership.

Graham Walker
Balding

April fools

...arranging some witless act — Clothier will be ratified on April Fools Day — Hallelujah!

Dispensing doctors will be accepted as part of the rural pharmaceutical scene, and their activities condoned by the pharmaceutical profession. They will no longer have to suffer the slings and arrows of an irate Rural Pharmacists Association. Pharmacists everywhere will be delighted that their professional activities will be checked by the pharmaceutical inspector, and that the dispensing doctor will be accountable for his activities and those of his staff even while on the golf course.

In this new found co-operation between pharmacist and dispensing doctor, pharmacists will be delighted to learn that the dispensing doctor will continue to make higher profits on what he dispenses, coupled with the knowledge

that the doctor's pension rights will be boosted by the number of prescriptions his unqualified staff dish out. But just in case pharmacists should feel guilty about the meanness of the DHSS, it will continue the practice of allowing doctors to escape any clawback on their drug purchases. Hallelujah!

And peace and goodwill will exist between pharmacist and dispensing doctor. Why ever not?

And recently I heard that pigs were flying around the buildings of the BMA headquarters. The other thing I heard was that rural patients were going to be completely free to choose who will do their dispensing for them — either the dispensing doctor or his partner! And that the pharmaceutical services in rural areas are going to be for the patients and not the doctors.

Hallelujah! And if rural pharmacists haven't learnt by now that a supine, deferential, *laissez-faire* attitude is just what dispensing doctors are hoping for, then we deserve to perish.

Clothier may well offer considerable scope to rural pharmacists, but it won't drop things into our laps. Every advantage will have to be obtained through knowing what Clothier stands for. And, when we are at last allowed to see what we have been committed to, it should be digested slowly and methodically to ensure local conditions are used to full benefit. The meek may well be blessed — but not in rural pharmacy — only the strong will inherit what is their right.

John Davies, Secretary,
Rural Pharmacists' Association,
Wiveliscombe, Somerset.

Save the forests

The Chester supporters branch of the World Wildlife Fund has been offered the help of Mr Armstrong Braun, an experienced marathon runner, in the EEC marathon due to take place in Amsterdam on May 8. Mr Armstrong Braun is hoping to raise funds for the WWF which is trying to save the tropical rain forests from destruction.

Pharmacists will be aware of the importance of these forests, which provide habitats for flora and fauna, prevent erosion and flooding, and are a possible source of drugs. If they are managed in an intelligent and scientific manner they can provide an important source of foreign exchange by means of timber exports to the developed countries — but only if it is done so that the forests remain a renewable and sustainable resource. If they are destroyed extensively it is thought that there will be future effects upon the world's climate.

If any pharmaceutical companies or individual pharmacists are interested in sponsoring Mr Braun, I would be grateful to hear from them.

M.H. Espley
7 Castlecroft Road,
Westminster Park, Chester.

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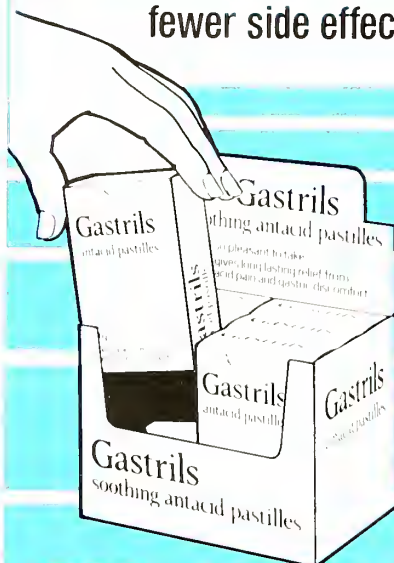
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Fragmented solids sector due for shakeout?

Although air freshener sales as a whole remained healthy enough in 1982 — with manufacturers' estimates putting RSP value at around £35m — there are signs of changes within the market. In particular, the meteoric rise of the slow release sector may be beginning to lose pace, as trial purchases work their way out of the system and television support is withdrawn.

Steve Eaton, senior brand manager at Temana Bees, sees the slow release sector as being "frozen" at around £15.2m (36.3m units). "Manufacturers suddenly realised what was happening" he says. "Unrealistic amounts of money were being pumped into the market, and profitability was being sacrificed in the chase for brand share. Suddenly in 1982 we saw the number of television-supported brands drop from ten to four.

"There are still too many small, unviable brands in this market, but I believe there will be a shakeout this year. The strong few will then be able to plan their marketing support more effectively."

This analysis is broadly supported by Adam Novak — group product manager at Johnson Wax — who feels the shakeout will hit the plethora of "me-too" products in the slow release sector.

"The market as a whole remains buoyant — one of the fastest growing non-food markets" says Novak. "But this growth is now mainly coming from aerosols and carpet fresheners. Further growth among the slow release products will depend on the development of new technology."

Beecham optimistic

Beechams Proprietaries — distributors of Airwick — see things rather differently, however. Excluding carpet fresheners, they put the market at around £26.5m with £17.5m of this coming from slow release products. Far from feeling this sector to have reached a plateau, they expect to see Airwick's recent relaunch (C&D February 19 p319) help it grow to £20m in the current year. Despite 1982's flurry of brand activity, the company accepts growth never matched that of 1981.

About 20 per cent of slow release products go through chemist and drug store outlets according to Beechams, although Temana Bees give chemists only 15 per cent. Steve Eaton believes proper

stocking and display could increase this share substantially, however.

"Pressure on space and the multiplicity of choice has resulted in a confused stocking policy in many outlets" he says. "The ideal range for a chemist to stock would be two large-space brands, at least one refillable, and a maximum of three small space-brands."

2-way suffer most

Beecham feel it is two-way products which have suffered most in 1981, never really having gained consumer acceptance. They say their own Air Wand has fared better than most, however, continuing to outsell Johnson's Flo Thru by three to one — albeit at lower levels for both products.

Reckitt Household Products — who lead the aerosol sector with Haze — make

the same point. "Two-way products have failed, so far, to erode the franchise of aerosols, which remain the best way to fight smells instantly" they say.

Reckitt see the market as a whole as having shown some volume loss in 1982, the first time this has occurred in five years. This is attributed to a slowing down in the growth of slow release products and a decline among the carpet fresheners.

Independent research figures here show the total market as falling 2 per cent in the first six months of 1982. This compares with an overall volume increase of 39 per cent in 1981. Slow release products showed volume growth of only 3 per cent in the first half of 1982, compared to 26 per cent throughout 1981.

Large/small space split

While slow release products obviously could not be expected to maintain their original rate of growth indefinitely, some of the sector's current problems may be due to extreme market fragmentation. The split between traditional, unobtrusive and two-way products has now been further complicated by polarisation into large-space and small-space fresheners. Specially designed small-space products — which first appeared in 1979 — are now credited with over 50 per cent of volume in the sector.

Bayfresh expand

Bayer UK Ltd — whose Bayfresh flowers claim a 12 per cent share of the slow release sector — are planning to expand their range of solid air fresheners later this year. The company describe this as "part of a major product development campaign geared to building brand share". No further details of the change are yet available however.

Bayer's latest flowers collection — launched in January — are said to be already showing good results. This success, coupled with the findings of recent consumer research, has convinced Bayer that they should develop this market further.

"Consumer response clearly indicates that the shape concept is highly popular" explains the company. "Consumers are keen to extend the use of air fresheners to rooms other than kitchen and bathroom, and they see Bayfresh shapes as a novel way of doing this."

Although Bayer say they are "totally committed" to the shaped air fresheners concept, they are also looking at other slow release sectors and will continue "aggressive marketing" of aerosols.

The company currently claims 10 per cent of the aerosol market — putting themselves at third place in the brand



From the end of the month, Johnson Wax will be offering this mixed box of fresheners to the chemist trade. The counter unit offers four cans of Glade aerosol, four packs of Shake n' Vac and four Glade solids. Trade price for the box is £5.82

AIR FRESHENERS

leadership table. They say their share is steadily increasing, however, and believe overall promotion of the Bayfresh brand during 1983 will "help to erode" their rivals' current advantage.

Last year's C&D air fresheners review gave unobtrusives a 44 per cent share of sales in the continuous action sector, with traditionals close behind at 40 per cent. Two-way fresheners took the remaining 16 per cent. One manufacturer's estimates now puts traditionals in the lead with 45 per cent, giving unobtrusives 35 per cent and two-way products 20 per cent.

Chemists' strength

Adam Novak points to the chemist's relatively strong position on slow release fresheners. Across all outlets, Johnson Wax give continuous action products some 50 per cent of air freshener sales, but this share rises to 59 per cent for chemists. Aerosols take 30 per cent whatever the outlet, with carpet fresheners accounting for the remainder. It is these volume shares that the chemist should consider as a basis for stocking", he advises.

Returning to independent estimates for 1982, large-space and two-way slow release products are given an rsp value of £11.5m, representing 33 per cent of the total air freshener market. Small space fresheners are valued at £5.6m (16 per cent), while aerosols take £10.5m (30 per cent) and carpet fresheners £7.4m (21 per cent).

Within the slow release sector, 1982's independent figures give Airwick Solid brand leadership, with 16.2 per cent of the market. Next comes Stick Up with 14.8 per cent, and Glade with 12.6 per cent.



A £750,000 advertising campaign for Airwick's newly-relaunched Stick Up range breaks in mid-May



Haze Twice as Fresh and Tiny Tim follow with 10.3 per cent and 9.1 per cent respectively.

Reckitt point out that car fresheners and anti-tobacco products seem to be emerging as self-contained subsectors. "The trend seems to be towards these as variants of established products rather than brands in their own right," says the company.

Product news

Turning to specific products within the slow release sector, Temana Bees plan a promotion spend of £250,000 for 1983 — all aimed at supporting Airbal holders and refills. With an estimated 2.8 million Airbal units in use, all of which — in theory at least — should be refilled every eight weeks, refills are obviously an important part of the company's business.

Actor Donald Sinden will be appearing in an Airbal television commercial to be shown in the London, Southern, Lancashire, Central and Yorkshire areas. Housewives will be invited to phone in to one of nine regional centres in order to hear a taped message

from Sinden explaining the rules of a simple competition. Three Renault 5 GTLs are offered among the 528 prizes, and proof of Airbal purchase will be required as an entry qualification. The commercials break on May 3.

Glade Solid currently appears in a 10 per cent bigger size. This size now contains 40 per cent more product than Airwick Solid, according to Johnson Wax, who also say that Glade Solid has enjoyed brand leadership among slow release products since 1976.

Beecham claim leadership of the unobtrusive sector with Stick Up and point out that this is the only unobtrusive product to offer refills. "1983 promises to be an extremely exciting year for the air freshener market" they say. Stick Up's recent relaunch — with packs offering 20 per cent extra free — is currently being sold in, and the company says there will be heavy support for the whole Airwick range throughout the year. A £750,000 television campaign breaks in mid-May. Special twin refill packs for Air Wand are also now available. Beecham now claim a 26 per cent market share for Stick Up.

Concluded on p499

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Latest addition to Reckitt's Haze aerosol range is this spring flowers fragrance — currently appearing in 20-per-cent-extra-free cans

Improved 1982 brings sunnier prospects

A slightly better British Summer brought some improvement for the traditionally static household insecticide market in 1982. Manufacturers' estimates of volume growth achieved vary from just under 8 per cent to as high as 16 per cent, but all are agreed that the chemist remains an important outlet.

Bayer say that Mafu has "significantly improved" its brand share over the past year, with both aerosol and slow release forms increasing sales by over 50 per cent. The company now believes that Mafu tops the slow release sector, and is a

"threatening number two" to Cooper flykiller among the aerosols. Extensive advertising and trade promotion, including a range of radio advertisements in the peak Summer period, is planned for 1983. There will also be Press support for the brand. Independent research gives chemists some 17 per cent of the aerosol sector.

The Mafu 1983 range remains basically the same as a year ago, but several packaging changes have been introduced. The company's aerosols now appear in trimline cans, with new pack copy aimed at increasing shelf impact. This year a PVC shrink-wrap sleeve has been introduced for Mafu's block lavatory freshener and bar coding now features on all Mafu packs. New POS material is to be brought in for 1983, although this is still at the discussion stage, and no details are yet available.

£12m market

Temana Bees — manufacturers of Vapona — put the total insecticide market at around £12.4m, giving aerosols £7.4m and slow release products £5m. Senior brand manager Steve Eaton feels chemists are not making the best of the potentially very lucrative slow release sector. He says that sales of these products in chemists increased by only 5 per cent — well below the general growth rate of around 16 per cent — and attributes this to an over-cautious buying policy.

"That the slow release sector is not price sensitive is illustrated by the hardware sector (up 13 per cent in 1982) where products are sold at full RRP" he argues.



Cupal are currently selling in two new products. Their bite-repellent aerosol (left) now appears in a 105g can, and the company's flykiller strip (right) is now available in a living-room size

In order to correct this relative weakness in chemists, the company's own salesforce has taken over responsibility for serving the chemist trade. (Vapona has previously gone through Smith & Nephew). "This will enable us to tailor our activity and pricing more closely to the chemist's needs" says Steve Eaton. Vapona aerosols were switched to trimline cans in January when a pyrethroid formulation was introduced — giving "a vastly improved knock-down performance," according to the company.

Temana Bees claim Vapona products held overall market leadership in 1982, taking a 66 per cent volume share of strip insecticide sales. Vapona will once again receive heavy backing in 1983, with a £250,000 spend concentrating on a poster campaign. The full-size 48-sheet posters will promote Vapona's large flykiller strip, relaunched with a new on/off holder in January, while smaller posters will be used to support Insectipen.

New Secto sizes

New from Cupal is a living-room sized version of their Secto slow release flykiller (£1.65). Designed for use in rooms of 1,200-1,500 cu ft, it comes in a fine-control holder which can be fully or partially closed when the flykiller is not needed. This product is perfumed with lemon, remains effective for up to four months, and should kill all flying insects.



New from Temana Bees is Cooper long lasting insecticide powder

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INSECTICIDES

Air fresheners concluded from p497

Cupal have also introduced new trimline cans for Secto insect repellent aerosol. The company's previous 5oz and 2¼oz sizes have now been discontinued. The new trimline 105g size is felt to be better suited for today's market.

Gerhardt Pharmaceuticals have also moved their Dethlac aerosol into trimline cans, and plan to spend some £7,500 on promoting the brand this year. Gerhardt will be exhibiting at Chemex 83 and at the Southern Garden Show and Exhibition, held at the Brighton Centre, Brighton, Sussex, March 24-27.

Chemist specialisation

Temana Bees say that residual or surface products now account for around 34 per cent of chemist's insecticide sales.

"Residual aerosols are almost exclusively the province of non-grocers" explains Steve Eaton. "Their relatively low volume is of little interest to supermarkets and it is here that chemists can specialise. These kind of specialist products retail at a premium and have bigger than average margins."

The company reports all Cooper insecticide products as showing healthy volume growth in 1982, with Cooper flykiller taking brand leadership among



Gerhardt's trimline Dethlac aerosols will appear at Chemex 83 in September

the aerosols with a 19 per cent volume share. Temana Bees recommend that products such as mothproofers now be kept in stock all year round, as modern central heating has made insects such as the carpet beetle and the brown house moth year-round pests.

Long-lasting powder

A new introduction for 1983 is Cooper's long-lasting ant and insect powder (£0.97). "The one thing most insect powders on the market today have in common is that they remain effective for only a few hours after application," says the company. "Cooper insect powder will remain effective for up to 30 days from application, and its active ingredient is permethrin, one of the safest insecticides known to man."

The powder will be available from the end of this month. Trade price is £7.76 a dozen. ■



Vapona aerosols — switched to trimline cans for 1983 — will now be sold through Temana Bees' own sales force

with the brand taking 51 per cent of the unobtrusive sector. The company expects to see a 15 per cent growth in slow release products in the current year.

Latest addition to the Haze aerosol range is the spring flowers variant, introduced in mid-February. Independent data for the first half of 1982 gives Haze 47.7 per cent of the aerosol market, crediting Glade with 13.1 per cent. Johnson Wax allow Haze 40 per cent, giving their own Glade 15 per cent. Glade aerosol cans currently carry a 20-per-cent-extra-free offer.

Johnson Wax say chemist representation in the air freshener market is strong at 11 per cent of total sales — giving the chemist a stake of some £3.7m by Johnson's own market estimates. Some 14 per cent of their own air freshener products are said to go through chemist outlets.

Temana Bees see aerosol air fresheners as having shown growth of around 6 per cent over the past year, putting the market at £9m or 18.8m units. Chemists' share of this market is variously estimated as between 16 and 18 per cent.

Freshaire on TV

Temana Bees claim a 15 per cent share of chemist sales for Cooper Freshaire, now redesigned and moved into trimline cans. "We are committed to developing Freshaire as the modern and innovative brand in this somewhat old-fashioned market" says Steve Eaton. The brand is to receive television support in April and May in the Central and Yorkshire areas, and in June and July on Granada.

Johnson Wax were first to exploit the UK carpet freshener market with the introduction of Shake n' Vac in 1979. The introduction of a variety of "me-too" products since has inevitably eroded Shake n' Vac's once almost-monopolistic brand share, but they still retain sector leadership with a stake of around 60 per cent.

New S n' V variants

The Glade Shake n' Vac range of carpet fresheners has been expanded to include powder room and anti-tobacco variants. The anti-tobacco preparation appears in beige rather than green, in order to distinguish it from the rest of the range.

Independent statistics give Shake n' Vac 59.3 per cent of the market, with Haze in second place at 24.4 per cent. ■

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Increases in many NHS charges

Regulations increasing prescription charges from £1.30 to £1.40 per item from April 1 have now been published. The NHS (Charges for Drugs and Appliances) Amendment Regulations 1983 (SI 1983 No 306, HMSO £0.35) also increase the annual and four-monthly rates for prescription prepayment certificates to £21.50 and £7.50 respectively.

The charge for elastic stockings remains at £1.60 each (£3.20 per pair). The charge for a full bespoke human hair wig will rise to £49, a partial human hair wig to £30.50 and for a stock modacrylic wig to £15. Charges for abdominal or spinal supports (£11) and surgical brassieres (£7) remain unchanged.

Laryngostomy is added to the examples of permanent fistula in the list of conditions exempt from charges.

Dental and optical charges are also increased from April 1 under the NHS (Dental and Optical Charges and Remission of Charges) Amendment Regulations 1983 (SI 1983 No 309, HMSO £0.75). Charges for single-vision glass lenses for NHS spectacles will range from £4 to £8.95 (£3.70 to £9.25 at present) and for solid glass bifocal lenses will range from £11.65 to £15.50.

The maximum charge for routine dental treatment will rise from £13 to £13.50 and, for more complex kinds of dental treatment, from £90 to £95.

Which? on opticians

Price differences of up to almost £60 for the same spectacle prescription and frame have been found in a Consumers' Association survey.

Which? magazine looked at prices quoted by 539 opticians. In seven out of ten instances where estimates were obtained the higher estimate was more than double the lowest — with differences varying from £26 to £59. Generally independent shops were cheaper than the well-known chains, say *Which?*, and prices were lower outside London.

The Consumers' Association is supporting the recommendation in a recent report from the Office of Fair Trading that opticians should be allowed to advertise. The Association would also like to see the Government look into the medical evidence and decide whether allowing spectacles to be sold without a prescription would be in the public interest. Increased competition should lower prices, it says.

Minister for Health Kenneth Clarke said this week that the Government was still considering the OFT report, Opticians and Competition, when he was asked to introduce legislation to allow opticians to advertise prices and services.

Importers get airborne but beware 'investigators'

As pharmacists join the parallel importers, the EEC and "others" are investigating — but chemists should check credentials before co-operating with them.

A Bradford pharmacist is planning to import £15,000-£20,000 of pharmaceuticals a month from the Continent in a private aircraft. Mr Irving Libbish, of Irving Chemists, Parkside Road, who has a private pilot's licence, is "sharing" the deal with an as yet unknown number of other pharmacists — under civil aviation rules he cannot use the licence for commercial gain.

Mr Libbish appeared last week in a *Newsnight* feature on BBC 2 about parallel importing, and claims that about 30 per cent of retail chemists in Bradford with shops like his own have bought imported drugs, and more are interested.

Whatever the pharmacist pays for his medicines the NHS reimburses him with the official UK price of the products, *Newsnight* noted. "The advantages to the chemist of buying abroad are clear." The Department of Health would not grant an interview to the BBC but said they "neither condone nor condemn parallel importing".

Mr Malcolm Town, managing director of Maltown Ltd, also appeared on the programme. He says he is now supplying over 120 retail and wholesale chemists, has sold direct to All Saints Hospital in Kent, and has had inquiries from the Underwood chain. He told *C&D* that he has quoted to "quite a few" Area Health Authorities, but is only on the approved list of suppliers for Medway AHA. They like the prices, says Mr Town, but are concerned about the "political" aspects of buying imported drugs.

Mr Town queried a statement made by ABPI director Dr R. Arnold on the *Newsnight* feature, in which he suggested that importers chose their drugs carefully (implying those with the greatest price differential on the Continent). Mr Town told *C&D* that he recently sent a list of the top 100 UK dispensed drugs to Belgium for quotations. He is now offering 67 of these for sale in the UK at trade less 20 per cent with profit margins varying from four to 300 per cent.

C&D's follow up of the *Newsnight* story has revealed that an investigation into the importing of pharmaceuticals is being carried out by the competitions directorate, DG4, of the European Commission in Brussels. And an East London pharmacist/wholesaler has been

visited by two men who claimed to be investigating counterfeiting on behalf of the Department of Health. Their identity is uncertain and pharmacists are warned to check the credentials of anyone making inquiries.

When *C&D* spoke to Mr Libbish he revealed that he had received phone calls from two departments — "not in this country" — asking him to inform them should there be any pressure put on him. Mr Malcolm Town has also been contacted — by a person *C&D* has since identified as a lawyer at DG4 in Brussels — who was concerned whether Mr Town had been subjected to any commercial pressure.

C&D spoke to an administrative assistant at DG4 who admitted to researching for background information on drug importing. When questioned further she was restrained by her superiors. "I am asked to inform you we cannot give any details of current investigation," she said.

Meanwhile an East London pharmacist / wholesaler was visited on March 10 by two men claiming to be from the Department of Health. The men said they were interested in counterfeit products from the Far East and mentioned Septrin and Amoxil.

The men produced no identification, but did display Department of Health stationery, and left the Department's Russell Square telephone number with the chemist wholesaler, should he wish to contact them.

C&D is unable to authenticate the identity of these men with the Department of Health, and it has been suggested to us that pharmacists should exercise caution in allowing unidentified persons to inspect their stock and records.

The two men did not ask to see any invoices, nor did they take any samples. However they did ask for the source of supply of the Septrin held in stock by the pharmacist / wholesaler. The Septrin in question had been re-imported from Europe and came via a small South London supplier. He was visited by the same two men early the next morning, but was not at his premises at the time.

The chemist / wholesaler is not sure in which capacity he was approached by the two men, and is mystified as to how they

Provisional BPC agenda announced

The following is a summary of the provisional programme for the British Pharmaceutical Conference, to be held at the University of London, September 11-15.

September 12

Morning Opening ceremony. Welcome by Mr. Livingstone (leader, Greater London Council), addresses by the Rt Hon. Norman Fowler, (Secretary for Social Services), and by Dr T.M. Jones (chairman, conference Science Committee). Exhibition opens.

Afternoon Conference science award lecture 1; science sessions; professional session on "Philosophy of a code of ethics" by W.M. Darling (member, Society's Council) and A.R.W. Porter (secretary and registrar, Royal College of Veterinary Surgeons).

Evening Civic reception, County Hall.

September 13

Morning Science sessions; professional session on "Genetic technology" by Professor J.T. Smith (Department of Pharmaceutics, School of Pharmacy, University of London) and Dr S. Harford (Glaxo Group Research Ltd).

Afternoon Conference Science Award lecture 2; science sessions; pharmacy practice research session.

Evening Conference banquet, Guildhall. Guest speaker Sir Kenneth Newman, Commissioner of Police of the Metropolis.

September 14

Morning Science session/poster session; professional session on "Provision of a pharmaceutical service in inner city areas" by R. Hazelhurst (proprietor pharmacist, Bradford), D. Hobman (director, Age Concern) and Dr J. McEwan (chief medical officer, Health Education Council).

Afternoon Science plenary sessions / poster session; history of pharmacy session, Apothecaries Hall — speakers Mrs R. Weinstein (keeper, Tudor and Stuart Department, Museum of London) on "London and the five," and Dr A. Jakula (honorary secretary, Faculty of History and Philosophy, Worshipful Society of Apothecaries of London) on "The Worshipful Society of Apothecaries."

Evening Cockney evening, Connaught Rooms.

September 15

Morning Symposium on "Asthma and inhalation therapy" by Dr S.T. Holgate (senior lecturer, Faculty of Medicine, University of Southampton), Professor J.H. Clarke (professor of thoracic medicine and dean-elect, Guys Hospital Medical School), and Dr J.M. Padfield (head, pharmaceutical sciences division,

Glaxo Group Research Ltd).

Afternoon Conference lecture by Dr J.R. Vane (group research and development director, Wellcome Foundation Ltd). Closing session.

Evening Conference Ball Intercontinental Hotel.

Application forms, available at the end of March, will be posted to all those who attended the 1982 Conference. Other requests for forms should be made to Miss Christine Jeffreys, Pharmaceutical Society, 1 Lambeth High Street, London.

■ The Society's agricultural and veterinary committee is to write to the Ministry of Agriculture over points in the recently released details on veterinary drugs sales.

Boots go for seven digit computer code

Boots the Chemists are replacing their present four-letter product codes with a new seven-digit computer code.

The new code is "not in conflict" with the European Article Number code, but will allow for some 900,000 different products to be listed — almost ten times the present facility. The change will become effective from the middle of April and was necessary to bring the system more in line with modern coding methods, and the way computer hardware technology is developing, says the company newspaper.

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Parents unaware of pharmacists' role

Over 40 per cent of 156 parents considered the community pharmacist had no role to play in helping with treatment of minor ailments of their children, according to a study by Dr Roger Walker, a teacher/practitioner pharmacist at Newcastle General Hospital.

Dr Walker reported his study of "Over the counter medication in children" at the United Kingdom Clinical Pharmacy Association's one-day symposium and annual meeting in London last week.

The study was the subject of the first Smith Kline & French vaccines group award in preventive medicine.

Dr Walker said that another finding of

his survey, which involved 402 parents in all, was that friends and family were considered as the principle source of information about products for treating minor ailments in children. He said that many wanted more information about drugs, particularly with regard to safety and side effects. Pharmacists tended to neglect side effects and must make the public aware of these, Dr Walker commented; pharmacists should interject in all OTC sales. The future of self-medication is assured, he said, and the study showed that is especially true if the pharmacist initiates treatment.

The 1983 SK&F vaccines group award was presented to Dr Clive Edwards, a lecturer in clinical pharmacy at University of Aston, Birmingham, who proposes to study "The feasibility of a pharmacy-based pharmacokinetics service in primary care."

Mrs Christine Clarke, UKCPA membership secretary, reported that the membership now stands at 461, a net increase of 86 on the year. Seven new corporate members joined during 1982 bringing the total to nine. The Association also had 12 overseas members.

Study shows safe re-use of syringes

Re-use of plastic insulin syringes for a week has been found safe by researchers at Ulster Hospital, Belfast.

Fifty-three diabetic patients each used one plastic syringe for seven days, changing the needle when blunt.

No patients had evidence of injection site infection or irritation. Most found the syringes easy to use but four said that markings on the barrel started to fade.

The syringe and needle, with needle guard in place, were kept in the refrigerator between injections. Patients were instructed not to wash the syringe or needle with spirit or water. No advice was given about skin preparation to avoid encouraging greater than usual care and cleanliness during the study.

Seven patients admitted to using no skin preparation before injection. Surgical spirit was the most widely used cleansing agent although one patient each used Dettol, Savlon and Hibitane.

The workers say in their report in last week's *Lancet* that it would appear that careful sterilisation of insulin syringes between injections is not necessary for safe administration. One study in 1979 showed that 40 per cent of patients kept syringes dry without using spirit and they

had no overt infection at injection sites the researchers say.

The researchers conclude that plastic syringes should be supplied by the National Health Service on prescription. They estimate that the cost of one year's supply of syringes at £0.10 each, re-used for seven days, would be about £5; whereas the cost of glass syringes with an average life of three months and wholesale price of £4.43 (in Northern Ireland) would be about £17 per year.

Further look at Distalgesic safety

The Committee on Safety of Medicines has asked its secretariat to see if there is any new evidence concerning the safety of Distalgesic, a spokesman told *C&D*.

This follows a report in *Drugs and Therapeutics Bulletin* claiming that the drug is more commonly associated with fatal overdose than any other. It seems unlikely, the *Bulletin* says, that the number of deaths will fall until doctors prescribe less.

The *Bulletin* says there is little evidence that the combination of dextropropoxyphene and paracetamol is more effective than paracetamol alone, but it is much more toxic.

In 1975 there were 63 deaths

associated with Distalgesic and 269 in 1980, of which 166 were suicides with Distalgesic alone according to the *Bulletin*. In contrast paracetamol caused only 97 deaths despite being available over the counter and far more extensively sold and used, says the *Bulletin*.

Although Distalgesic is claimed to have a good safety record when used properly, the *Bulletin* says that some believe that the prevalence of mild to moderate dependence in patients taking eight tablets daily is widespread, but there is no published supporting evidence.

The manufacturers, Dista, say that the *Bulletin*'s information is largely inaccurate, unscientific and misleading. The company regrets that unnecessary public anxiety has been caused by its widespread circulation.

Dr Wilson Totten, Dista's medical adviser, said: "There is overwhelming scientific evidence to support the conclusion that Distalgesic is safe in both short and long-term use."

The company also stresses that it has been advised that no regulatory action is proposed by the licensing authority and there is no question of withdrawal.

Some changes in POM rules

From April 1, loperamide hydrochloride will no longer be classified at a Prescription Only Medicine if used in the treatment of acute diarrhoea. The change is made under the Medicines (Prescription Only) Amendment Order 1983 (SI 1983 No 341, HMSO £0.75).

Spiramycin will no longer be a POM when incorporated in feed as a growth promoter for veterinary use. The Order also requires a prescription given by a veterinary surgeon or veterinary practitioner to carry a declaration that a POM is prescribed for an animal or herd under his care.

Emergency pay call rejected

A call from Doug Hoyle, MP, for additional funds for the Pharmaceutical Whitley Council to provide extra payments for pharmacists providing emergency cover, has been rejected by DHSS Under Secretary, Mr Geoffrey Finsberg.

So far 50 MPs have signed the Commons early day motion on emergency duty pay (*C&D*, March 5, p390).

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Budget offers cautious help for small business

Chancellor of the Exchequer Sir Geoffrey Howe has described this week's Budget as "rooted in resolve, purpose and continuity". He was certainly given a fair wind when he rose to give his Budget speech on Tuesday — shares stood at a record high and the big four clearing banks had just announced a ½ per cent reduction in their base lending rate.

Sir Geoffrey's main proposals for helping industry — particularly the small businessman — include the following:

Employers' national insurance charge — currently standing at 2 per cent with a reduction to 1½ per cent already planned for 1983/84 — will be further cut to 1 per cent in August. This reduction is estimated to be worth nearly £100m in a full year. As before, cash benefits applying to the NHS and other employers in the public sector will be adjusted to leave them in the same position they would occupy if there had been no change in rate.

The threshold for **registration of VAT** increased from £17,000 to £18,000, with effect from midnight on Budget day. There is to be no change in rates of VAT.

Corporation tax for companies with taxable profits of £90,000 or less is currently charged at 40 per cent. The Chancellor plans to increase this threshold to £100,000 and reduce the rate of payment to 38 per cent. The 52 per cent corporation tax rate, which currently applies to companies with profits of up to

£225,000 will be extended to all those making £500,000 or less.

□ The **loan guarantee scheme** is now nearing its current ceiling of £300m. This ceiling is accordingly to be raised to £600m to allow the scheme to run its full course to May 1984.

□ The life of the **business start up scheme** is extended three years to April 1987. From April 6 the scheme will be widened to include not only new concerns, but also those established unquoted companies which qualify. The maximum permitted investment for any single year will be doubled to £40,000. The newly extended programme is to be renamed the business expansion scheme.

□ Current practice on **employee share ownership** allows companies to arrange tax-free profit sharing schemes giving individual employees shares up to a maximum value of £1,250 each year. An alternative limit is now to be introduced, allowing employees to receive shares worth up to 10 per cent of their earnings, as long as this figure does not exceed £5,000. Tax liability arising from the taking-up of share option arrangements by senior management can now be spread over five years instead of three.

Other measures include the increase of income tax thresholds and bands (changes in PAYE taking effect from the first pay day after May 10), and an increase of £5 in private vehicle excise duty.

'Mini-boom' fails to save small retailers

Despite the retail sector as a whole enjoying something of a "mini-boom" in the latter half of 1982, many smaller traders were forced out of business due to intense price competition from the multiples. This latest group economics report from Barclays Bank shows company liquidations in the retailing sector up 50 per cent in the first nine months of the year, compared to the same period in 1981. "In the full year it is probable that three times the number of retail businesses failed compared with 1979" the report goes on.

Sales volume across the whole sector is credited with 2.6 per cent growth for the full year, most of this following the abolition of hire-purchase controls in July. In addition the consumer savings ratio — which expresses the relationship

between total disposable income and the proportion saved — fell from 13 per cent in the third quarter of 1981 to just 9.5 per cent a year later. Retail sales volume is expected to increase by around 2 per cent in the current year, but competitive pressures seem unlikely to ease.

"The total number of retail outlets will almost certainly decline further in 1982" Barclays conclude. "Small independent retailers will continue to lose market share to the multiples, while competition within the multiple sector itself will intensify and so keep profit margins under pressure."

Retail sales

The Department of Industry's January retail sales index showed a year-on-year fall of 2 per cent to 134 for dispensing chemists (NHS receipts are excluded). This compares with a rise of 8 per cent to 155 for all businesses.

Community nursing sales team from Seton

Seton Products have formed a specialist sales team to ensure community nursing staff are aware of the company's full range of prescription products. It is hoped that this activity will help to stimulate retail chemist demand for such Seton products as Tubigrip support bandages. Members of the new sales force, all of whom are said to have extensive medical experience, have been selected from the company's hospital division.

Retail sales manager Mike Rabbitt points out that Seton are not alone in identifying community health care as a potential growth area. "It is now NHS policy to rehabilitate patients into the community as quickly as possible, leaving beds free for acute cases" he says. "This means that prescriptions are the way in which an increasing number of people are obtaining the necessary treatments."

International profit decline at Hoechst

Preliminary results for Hoechst AG, German parent of the Hoechst Group, show 1982 pre-tax profits down 5.4 per cent to DM679m (£189m). Turnover for the year rose 1 per cent to reach DM12,356m (£3,435m).

Group sales rose 1.7 per cent to DM35,032m (£9,739m). German sales declined by 3 per cent, while turnover from the rest of the world rose by 3.5 per cent — accounting for some DM26,000m of total. No profit figures are yet available for the group, although the percentage decline is expected to be greater than for Hoechst AG.

Volume of goods sold worldwide remained broadly in line with 1981's figures. Pharmaceuticals and information systems are among the areas which showed growth over the year.



Lilly Industries this week opened a £2.6m distribution centre on their site at Basingstoke, Hampshire. The new building replaces an existing pharmaceutical warehouse which was felt to be too far from the company's main manufacturing site. Construction was carried out by the IDC Group

More Business News overleaf

NCT drafts Sunday Bill

The National Chamber of Trade has produced a draft Bill designed to rationalise the current Sunday trading law. The NCT's basic position is that, except where exempted from the Bill's provisions, no shop would be allowed to trade on a Sunday, open for longer than 60 hours per week, or open outside the hours of 6am-10pm on any one day.

The sale of medical or surgical supplies at any retail pharmacy registered under the Medicines Act of 1968, or sale of these goods by any person who has an AHA contract for the supply of drugs and appliances, is completely exempted from these restrictions. Other goods completely outside the NCT's provisions include confectionery, take-away meals, smokers' requisites and newspapers. Photographic materials and foodstuffs are among categories which escape the Sunday trading restrictions.

Retailer polls

Where the relevant local authority has reason to believe that the occupiers of the majority of shops in any one area are in favour of extending the above hours, the authority would be obliged to conduct a poll to gauge the occupiers' wishes. If at least half the votes recorded were in

favour of a change, the authority would then have to grant an order allowing longer hours, to whatever extent and for whatever period they saw fit. This obligation would not apply where the area in question is "unreasonably small." This is defined as an area containing less than 10 per cent of the total number of shops within the authority's jurisdiction.

General or department stores conducting several trades under the same roof whose stock includes exempted goods would be allowed to open outside the generally-permitted hours — but only for the purposes of trading in the exempted goods.

Where any shopkeeper is charged with opening outside permitted hours, it would be a good defence for him to show reasonable grounds for believing the goods supplied to be necessary for the relief of illness. A clause setting out proposed penalties for infringement of the NCT's Bill has yet to be drafted.

Retailers would be obliged to display a notice — in a position allowing it to be easily read from outside the shop — specifying the shop's hours of opening and details of any goods which will be available for sale on Sundays.

The NCT Bill — which does not extend to Scotland — is currently being circulated to members, and will be discussed at conference, April 23-26. Action on the Bill is expected to be deferred until "the time is considered right." Meanwhile, the NCT will continue to press for a Government inquiry.

Nigeria's recent loss of oil income means the country can no longer sustain previous import levels. Seward also say their efforts over the past few years to widen their product base and move into new markets such as SE Asia have failed to achieve the hoped-for results.

The first of the affected staff will be leaving around the end of June, but the process is not expected to be completed until the beginning of 1984. The rationalisation is to be spread over as long a period as practical in order to give staff the best possible chance of finding new jobs and those involved are promised at least three months' warning. While as much as possible will be done by means of early retirement, some redundancies are thought inevitable.

Tebbit move toward cashless pay

Employment Secretary Norman Tebbit has announced Government plans to change the law giving employees the right to insist on payment in cash. Mr Tebbit, launching a consultative document on the subject, said that allowing employers to pay staff by means of cheque or credit transfer would bring administrative savings equivalent to £30 per employee per year. For this reason the Government felt it was time for a change in the law "to facilitate the spread of cashless pay."

The Department of Employment's consultative document sets out several options for changes in the law, including complete repeal of the Truck Acts. This legislation was introduced in the early 19th century to prevent employers paying manual workers in kind — by means of company vouchers or goods. The court's definition of a manual worker includes anyone whose job involves manual labour as a "real or substantial part of their employment". Copies of the paper are available free from the *Department of Employment, Caxton House, Tothill Street, London SW1*. Comments should reach Mr Tebbit by June 7.

Briefly...

■ **Boots** have been given an extension to an injunction originally granted in the High Court on November 5, 1982 by Mr Justice Comyn against the British Union for the Abolition of Vivisection.

■ **Albright & Wilson** increased pre-tax profits by 44 per cent to £13.3m in the year to December 27, on sales up 6 per cent to £510.9m. Although there was "no appreciable improvement" in the British economy over the year, UK profits advanced ahead of those overseas. These figures include an extraordinary charge of £6.381m, mainly attributable to the disposal of the company's Bush Boake Allen flavours and fragrances division in September 1982.

■ **Business publishers Tolley's** have produced a health and safety at work handbook. Prepared in association with the Royal Society for the Prevention of Accidents, the new guide aims to provide practical advice for employers, safety officers and trade union representatives. Topics covered include employer's duties, materials handling and training requirements. Each chapter sets out relevant legislation covering its subject area, and examines current codes of practice. *Tolley's Health and Safety at Work Handbook* (£12.95), *Tolley Publishing Co Ltd, 209 High Street, Croydon, Surrey CR0 1QR*.

60 jobs lost at Seward E. Grinstead

Seward Pharmaceuticals have announced the loss of over 60 jobs at their East Grinstead, Sussex, plant. All staff levels from management downwards will be involved, but staff at Seward Laboratories are not affected.

The company says this rationalisation is necessary largely due to the imposition of strict controls regarding imports to Nigeria — Seward's biggest customer.

COMING EVENTS

Numark in Malta

Over 200 delegates will be meeting for the Numark convention in Malta, with its theme "Partners for profit." Speakers will include Gordon Appelbe, head of the Pharmaceutical Society's law department, Dr Richard Arnold, director of the Association of the British Pharmaceutical Industry and Mr Albert Slow, managing director of Macarthy's Pharmaceuticals.

There will be presentations by Mr Kenneth McKenzie, Mr George Kerr and

Mr Dennis Jones. Mr Tim Astill, NPA director, and Mr Peter Cox, director of Herbert Ferryman Ltd, will speak on legal and financial matters. The convention takes place from April 21-24. Information from *Mr C.A. Morris-Cox, Numark, 51 Boreham Road, Warminster, Wilts BA12 9JU*.

Monday, March 21

Mid Glamorgan East Branch, Pharmaceutical Society, The White Hart Hotel, Pontypridd, at 8pm. Social evening with Cardiff and South Glamorgan Branch. Buffet supper.

Tuesday, March 22

Croydon Branch, Pharmaceutical Society, The Shirley Poppy, Shirley, Croydon, at 8pm. Mr R. Dickinson, deputy secretary, Pharmaceutical Society, speaks at a working dinner.

Slough Branch, Pharmaceutical Society, Wexham Park Hospital, Slough, at 8pm. Meeting entitled "Oral hygiene".

Wednesday, March 23

Bath Branch, Pharmaceutical Society, School of Pharmacy, Bath University, at 8pm. Mr Hughes of Manorfield Systems Ltd on "Computer systems in pharmacy".

Bournemouth Branch, National Pharmaceutical Association, Dormy Hotel, Ferndown, nr Bournemouth, from 6-10pm. Exhibition of labelling machines and equipment.

ull Branch, National Pharmaceutical Association, Postgraduate centre, Royal Infirmary, Hull, at 7.30pm. Mr est on "Statutory sick pay — what you need to know".
id Glamorgan Branch, National Pharmaceutical Association, Hawthorn Leisure Centre, Treforest, Pontypridd, 8pm. General meeting.

Thursday, March 24

radford and Halifax Branch, National Pharmaceutical Association, Victoria Hotel, Bridge Street, Bradford, at 8pm. r T.P. Astill, director, National Pharmaceutical Association, "It has been an interesting two years."

eds Branch, National Pharmaceutical Association, Golden ion Hotel, Lower Briggate, Leeds, at 8pm. Mr M. Brining, nancial executive, PSNC on "NHS remuneration — down telescope?"

orthumberland and Gateshead Branch, National pharmaceutical Association, Crest Hotel, New Bridge Street, ewcastle, at 8pm. Mr M. King, executive officer, NPA, on Statutory sick pay — what you need to know."

ondon Chemists' Golfing Society, New Zealand Golf Course, oodham Lane, Woodham, Weybridge, Surrey, (half day pm) ournament for Sanger Cup and A. H. Cox Prize. Dinner ecluded.

arnet Branch, Pharmaceutical Society, Postgraduate medical entre, Barnet General Hospital, at 8pm. Mr G. E. Applebe, ead of the law department, on "Pharmacy law".

edfordshire Branch, Pharmaceutical Society, Bird in Hand, lenow Camp Crossroads, at 8pm. Dr R. A. Horne on "Genetic engineering and the production of human insulin".

outh East Metropolitan Branch, Pharmaceutical Society, The heshire Cheese, Fleet Street, at 7.30pm. Charles Chilton esents "Dore's London" at the annual dinner.

Virral Branch, Pharmaceutical Society, Postgraduate medical entre, Clatterbridge Hospital, at 8pm. Talk and short film on omocopathic medicines, given by A. Nelson & Co Ltd.

Friday, March 25

Dundee Branch, Pharmaceutical Society, Lecture Theatre 3, Newells Medical School, at 7.30pm. Meeting on "The National Trust for Scotland". Joint meeting with Dundee Division, British Medical Association.

Advance information

East Metropolitan Branch, Pharmaceutical Society, Chasney's of Chingford, on Thursday, April 7. Annual dinner and dance. Guest of honour, Dr A. Briggs, director of continuing education in pharmacy, School of Pharmacy, University of London. Tickets from Miss R. Dixon, 75a Russell Road, Chingford, London E4 (telephone 01-529 6086)

West Metropolitan Branch, Pharmaceutical Society, Rembrandt Rooms, Thurlow Place, South Kensington, on Saturday, May 14, at 7.15pm. "Western" dinner and dance. Tickets £12.50 from Mr P. I. Harrison, Area Pharmacist, Hammersmith Hospital, London W12.

South Western Regional Health Authority, Lyngford House, Taunton, on May 19 and 20. Course for pre-registration pharmacy graduates on "Counter prescribing". July 6 and 7. "Education course". Details from Regional Pharmaceutical Officer's Education Department, 27 Tyndalls Park Road, Bristol BS8 1PJ. Telephone Bristol 738471.

Society of Cosmetic Chemists, The Fairmont Hotel, San Francisco, California, on September 22. IFSCC/SCC joint conference on skin. Registration fee \$300 (\$350 non-members) before June 30. Details from SCC, 1995 Broadway, New York, NY 10023.

Powder Advisory Centre, Hotel International, Basel, Switzerland, on December 12-14. Third International conference on "Powder technology in pharmacy". Details from A.S. Goldberg, conference chairman, PAC, PO Box 78, London NW11 (telephone 01-455 0011)

MARKET NEWS

Cochin ginger short

London, March 15: Supplies of Cochin ginger have become short on the spot while quotations for shipment have risen sharply on reports of a short crop. The continuing price rises over the past year or so have made buyers look to other sources for their requirements. West African root remains popular, especially for distillation, but is not always available. However there appears to be plenty of root on offer from China which is acceptable and competitive in price. Elsewhere in spices pimento has risen by £250 metric ton in both positions.

Among botanicals a parcel of Canada balsam was offered on the spot after the market had been bare for two months. Peru balsam prices again eased, making

the spot rate £2 kg lower than it was three months ago, and that despite a considerable fall in the value of sterling. Price movements among essential oils were few during the past week. Clove-leaf and Mysore sandalwood were unquoted on the spot and Brazilian peppermint lost 25p/kg for shipment.

Pharmaceutical chemicals

Citric acid: BP per metric ton single deliveries, granular monohydrate £892-£1,080; anhydrous £941-£1,024 as to make (powdered £25 premium per 1,000 kg).

Potassium citrate: Granular £1,071-£1,229 per metric ton as to make.

Sodium citrate: Granular £892-£1,024 metric ton as to make; powder £927-£1,049.

Crude drugs

Aloes: Cape £1,400 to £2,040 metric ton as to source and delivery. Curacao unquoted.

Balsams: (kg) **Canada:** £22.50 spot nominal. **Copaiba:** Spot £4.10; £4.40, cif. **Peru:** £7.60 spot; £7.75, cif. **Tolu:** Spot £5.40.

Cascara: No spot, £1,525 metric ton, cif.

Cloves: Madagascar £7,500 metric ton spot and cif.

Ginger: (metric ton) Cochin no spot; £1,700, cif. Jamaican No. 3 £1,950, cif. Nigerian split £750, cif. Indonesian £700 spot. Chinese whole peel No. 1 £925 spot.

Kola nuts: £300 metric ton spot and cif.

Liquorice: Root, no spot, £675 metric ton, cif. Block juice £1,400 metric ton spot; spray-dried powder £1,900.

Pimento: Jamaican £2,250 metric ton spot and cif

Sarsaparilla: Mexican £1,995 metric ton, cif.

Seeds: (metric ton, cif). **Anise:** China star £2,250. **Celery:** Indian £800. **Coriander:** Moroccan £490 **Cumin:** Indian £1,150. **Fennel:** Indian £1,800. **Fenugreek:** Indian £275; Turkish £285.

Essential oils

Anise: (kg) Spot £13.50; £11.75, cif.

Cinnamon: Ceylon leaf no spot; £4.55 kg, cif; bark English-distilled, £155.

Citronella: Ceylon £2.90 kg spot; £2.60, cif. Chinese £3.30 spot; £3.10, cif.

Clove: Madagascar leaf no spot; £2.70 kg afloat. English distilled bud £57 spot.

Olive: Spanish £1,770 per metric ton in 300-kg drums ex-wharf, EEC origin £1,700.

Peppermint: (kg) Arvensis — Brazilian £14 spot, £13, cif

Chinese £4.65 spot, £4.65, cif. American piperata £13.50

Sandalwood: Mysore unquoted. East Indian £80 kg spot

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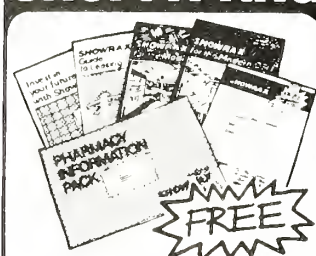
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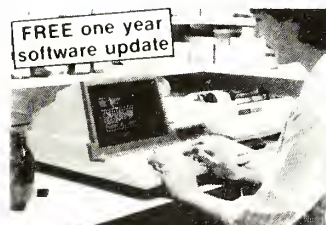
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